



■ spotlight

November 2008 Vol. 41 No. 11

WILL 2 WIN

A monthly publication spotlighting top producers of American Income Life and National Income Life



Scott Smith
Executive Vice President
& Chief Marketing Officer

The Will to Win

If you haven't read Roger's perspective on *WILL 2 WIN*, turn to page 10. My take - your short-term internal motivation to work hard every day while eyeing the long-term prize ahead - this is the will to win. When you're in the ring, when you're taking the hits and getting knocked down, you better believe the will to win is the fuel that will bring you to your feet to come back swinging.

Before you can have the will to win, you must define what winning means and you must know your opponent. The simplest definition of winning is when an individual or a team competes with its opponent, and by the time the last out is made or the clock runs out, one side has scored more. As for who your opponent is - you don't really have an opponent; you have a goal. So, what is your goal? As an agent, your goal could be focused on sales, income, quality, or an improved contract. As a manager, your goal is likely focused on the weekly sales of your team. It could also relate to codes, bonus earners, or a promotion.

Now, what is the line of victory? What designates you as the winner? Likely, you win when you reach a numerical goal. In sports, when you do not score more than your opponent, then you don't win (except in the case of moral victory...another story for another day). If your goal is perhaps Convention and you miss by a dollar, then you don't go to Convention. You didn't win. But did you really lose? Sure, you don't go to Convention, but by no one's standards are you a loser. Just coming close in our company can mean financial prosperity.

Okay, so what does it mean to truly have the will to win?

One of the greatest and most successful sports leaders in history, Vince Lombardi, believes that the will to win is greater than the event itself. Simply put, even if you do not achieve 100% of your goals, the strength of your desire - your will to win - will carry you to success. It is difficult to consistently win unless you have the internal drive on a daily basis to motivate yourself. It's not about the prize. It's not about the competition. It's not about the score. It's about the fire you have in your belly when the going gets tough.

Do you have the will to win? Must you be born with it, or can you acquire the will to win? I believe everyone has the will to win, it just depends on the event. Something matters to everyone; however, it's just a case of priorities. Your will to win, your will to achieve success, your will to meet your goals, your will to excel, and your will to provide, when all wrapped together, becomes your motivation and commitment to activity. It is activity - hard work - that brings you to success.

Is the will to win in you?



American Income Life Insurance Company has been meeting working families' needs for over half a century. We are a leader in the union insurance market and are totally committed to meeting the needs of union members through personal one-on-one service and complete Home Office customer support. You can count on AIL to do what it says it will do.

■ spotlight

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SGA CAREER TRACK

New Markets Opening & Expanding

There is a growing need for ambitious leaders.

AIL/NILICO is looking for MGAs and GAs wanting to pursue the SGA Career Track. If you are interested, speak to your SGA, then send an e-mail to: futuresga@aillife.com.

TOTAL BONUSES PAID OUT

This month AIL and NILICO paid a total of \$1,989,817.73 in bonuses. For more information on the monthly bonuses, turn to pages 8 & 9.

Total: \$1,989,817.73

REQUIRED RETENTION RATE

Effective Jan. 1, 2008, to be eligible for bonuses and be featured in *Spotlight*, Producers must meet the required Retention or the minimum Net to Gross. Net to Gross varies based on bonus guidelines and is used only during the Producer's first eight months. The rates listed below are for *Spotlight* recognition only.

Retention:	68%
Net to Gross:	78%

DATES TO REMEMBER

Wednesday, Dec. 24 & Thursday, Dec. 25, 2008
The Home Office will be closed for the Christmas holiday.

Monday, December 29, 2008
All business and PR credits must be at the Home Office to count for December production.

Thursday, January 1, 2009
The Home Office will be closed on New Year's Day.

INDEPENDENT CONTRACTOR SEP IRA/PR MATCHING BONUS

To encourage each self-employed PR Rep and PR Manager to save for his or her retirement, AIL/NILICO offers each of you an opportunity to receive matching bonus contribution funds into a qualified retirement account as a self-employed PR person based on your years of service. The rules are slightly different for U.S. and Canadian contributions. It is important to review the appropriate regulations for specific details regarding contribution funds in the COPE 15, OPEIU 277, and CEP 247 union agreements. For more information, contact Danielle Wojchowski at dwojchowski@aillife.com.

NEW LAB MEMBERS



New Me
"Principals and..." **PG. 04**



NEW SGAs

PG. 06



FIRST TIME 15% BONUS

PG. 08



WILL TO WIN

PG. 11



NON-GRUDGE MATCH NON-WINNERS

PG. 18



LOOK FOR ME!

FOUNDER'S CLUB OUTSTANDING PRODUCERS					
October 2008					
AGENT	SGA	QUALIFIED	NET ALP	TOTAL N/G*	RET
Cassandra Gordon	Fred Hadajia	1	\$50,460	89	78.7
Joey Kennedy	Altig-Orlovic	1	56,387	81	79.3
Karen McQuoid	Steve Friedlander	3	72,996	91	82.7
Bianca Zaragoza	Steve Hartman	3	67,893	85	77.2

*Percentage of Net to Gross

LOOK FOR THE ASTERISK

The asterisks, shown throughout the magazine, indicate that place will be a year-to-date award winner. The Producers, who will be recognized at the 2009 Awards Presentation, are: the top SGA from each category based on the percentage of Net ALP objective, the top two PR Managers, the top two PR Representatives from each category, the top two RGAs, the top five MGAs, the top five GAs, the top SA, and the top ten Individual Producers. You can view the 2009 Convention Qualifications online at www.aillife.com or www.nilife.com. Check your production! If there is an asterisk by your position, you could be on your way to the Beverly Hilton, home of the Golden Globe Awards! The convention will be held May 14-17, 2009.

Labor Advisory Board

■ Outlook

New Members

“Principals are not management – they simply implement what management wants them to do, and therefore they need to have their rights protected. They need to have a strong contract that clearly states what their working conditions are, what management expects from them, and what they expect from management. They need retirement rights - they need a retirement. You can go on and on, but really there is no difference between principals and other workers.”

Known for fighting tirelessly for the rights and welfare of her members, Jill Levy is the International President of the American Federation of School Administrators (AFSA). Prior to this appointment in July 2006, she served as AFSA's Executive Vice President, and she has been a member of the union's General Executive Board since 1994.

Her strong leadership and immense experience as an advocate for administrators, special education, and public education began with her career as Supervisor of Special Education in the New York City schools. She is a founding member of the Supervisory Support Program, and she was the voice behind the passage of several state laws supporting special education and the increase in support services. Levy brought important issues surrounding special education to national attention when she served on former President Bill Clinton's labor sub-committee on the Employment of People with Disabilities.

Levy empowers countless supervisors and administrators each year through her foundations, the Executive Leadership Institute (ELI) and the Leadership Institute for Education (LIFE). These are just two of the many highly-acclaimed professional development programs that she has founded which impart invaluable skills and knowledge to the leaders in our education system.

She also served as Coordinator of the Supervisory Support Program (SSP) and as a liaison to the Chancellor's Oversight, Professional Development, and Special Education committees. Levy has been a board member of the Neuroscience Institute of the New York Hospital Medical Center of Queens and served as president of the Association for Neurologically Impaired Brain Injured Children. Levy also served as a board member for the Council for Unity and for New Visions for Public Schools, and she is a director of the Page & Otto Marx Foundation.

Levy has received honors from the Doctorate Association of New York Educators, Administrative Women in Education, the Jewish Community Chest, twice from her own professional association, and from numerous legislators. It is in true solidarity that AIL/NILICO welcomes Jill Levy as a new member of our Labor Advisory Board.

Matthew Loeb was unanimously elected International President of the International Alliance of Theatrical Stage Employees, Moving Picture Technicians, Artists and Allied Crafts of the United States, Its Territories and Canada (IATSE) in July 2008. His dedication to IATSE spans almost 20 years. He has been a member of the United Scenic Artists Local 829 since 1989 and a member of Local 52 since 1996. He is a Charter Member of Local 491 which was established in 1994, the same year he became an International Representative. He was IATSE'S first Division Director of Motion Picture and Television Production, and he served as International Vice President for two terms. He served as Chairman of the East Coast Council for over 14 years.

Loeb created and implemented an organizing and bargaining strategy under the leadership of IATSE's former president, Emeritus Short. The result of Loeb's strategy was the obtainment of over one-thousand term agreements, the chartering of numerous new locals, and the addition of thousands of new members that were provided with health and retirement benefits for the first time.

Further union expertise is exhibited through Loeb's position as the Co-Chairman of the Board of Trustees of the IATSE National Benefit Fund and in his role as a Director on the Board of the Motion Picture Industry Pension and Health Plans. He tirelessly supports industry organizations that benefit IATSE members and their families, and he supports furthering the education of members' children through his position as Chairman of the Richard F. Walsh/Alfred W. DiTolla/Harold P. Spivak Foundation which sponsors academic scholarships for the children of IATSE members. Loeb is the former Treasurer and current Chairman of IATSE Political Action Committee and is a member of the Board of Trustees of the Actor's Fund.

AIL/NILICO proudly welcomes Matthew Loeb as a new member of the Labor Advisory Board. We are certain to experience tremendous benefits from your leadership and lifelong commitment to strengthening labor unions and their families.



Debbie Enstedt

*Vice President of
Public Relations Field Operations*

We are Teammates

The SGA Meeting was held in Las Vegas this month. Diana Crosby and I spoke about how we are teammates. Centralization brings many good changes, but one thing that remains the same is the fact that we are teammates.

There is absolutely no doubt that what we do is a team sport. If I had to pick a team, this is the team I would pick; this is the team I would want to be part of.

I would wager if you were to Google "teammate" you would come up with over a billion definitions or motivating synonyms to describe this word; however, I do not believe you need me to describe to you what being on a team means.

We are comprised of many teams in our infrastructure. There are the SGA Teams, PR Teams, PR Director and SGA Director Teams; and Home Office Teams, there is Roger, Scott, and Rob. Diana and I, we are a team. And of course, there is the AIL/NILICO Team, the team each of us is part of.

Each of these teams is important in our success. The benefits of being on a team are obvious; it is fun, it provides healthy competition, and it gives us much needed team spirit and shared responsibilities which drive our success.

It is absolutely impossible to succeed without each other. Our company would operate much differently if any of the teams were suddenly gone. It would be a totally different company

without PR, or without the SGA infrastructure, or if we did not have the Home Office support.

When it comes to generating ALP, the PR Teams and the SGA Teams are connected at the hip.

The PR Team is committed to providing the highest quality leads that will generate both referrals and ALP. The PR Team is responsible for implementing the most current tools we have in place to help the agents effectively work the leads, tools like the Customized Group Read-Off Letter, Group Commitment Letters, Stop Steward Letters, and PR Training for SGA Offices.

And as teammates, we need to work together on providing a high level of customer service. The rewards are great, a constant and quality lead flow and continued growth in ALP. One way to measure our success is by our track record with Incident Report Forms. For example, last quarter we had 62 incident reports, one for every 2,110 leads generated. When you look at the big picture, we are doing a pretty good job, and we can only continue to get better.

When you have to speak or write about something, you have to focus on it. The more I wrote about our team, the more I focused, and the more evident it became. We already have a strong team connection. We are working as a team, and it shows.

“Coming together is a beginning. Keeping together is progress. Working together is success.”

-Henry Ford



Jill Levy

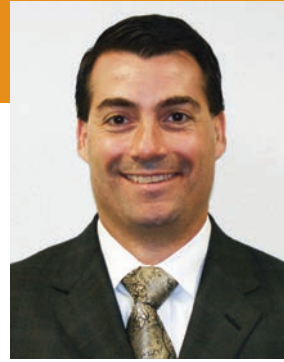
*International President
AFSA*



Matthew Loeb

*International President
IATSE*

New SGAs



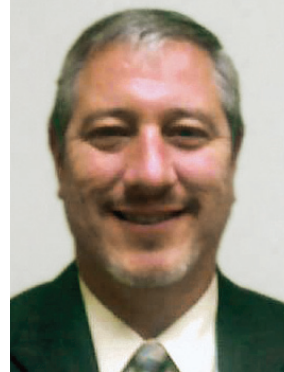
Steve DiChiaro, Colorado 9.01.08

When I started with American Income Life on June 2, 2003, I had no idea of the opportunity that had been put before me. I knew nothing about insurance or the insurance industry. I just hoped that I would survive the first year so I could figure it out. As luck would have it, Bill Jennings was my SGA and just surviving was not an option. With Bill, it was win and succeed. He showed me how to be successful at AIL.

Now that Bill has retired, I now have the honor of working with Larry Strong. Larry brings his twenty-five years of experience and leadership knowledge to me and the Agency. If you know Larry, "failure" is not an option!

Everyday in the Agency, I strive to share my vision of increasing production, opening new offices throughout Colorado, and the company's vision of reaching \$250 Million annually in ALP by 2014. I share with my agents where they fit into that picture and the fact that they are in complete control of their careers and destinies.

I tell every one of the new agents in their first day of orientation (I stole it from Roger), "Burn all your bridges when it comes to employment." In other words, make American Income Life your only option. You have to make this work no matter what it takes. If you approach this opportunity in that fashion, your success will far exceed your dreams!



John Hancock, Chicago 9.01.08

I feel honored to have been given the opportunity to become a State General Agent. My father, John N. Hancock, was an SGA; my uncle, Chip Hancock, was an SGA; my cousin, Vic Hancock, was an SGA. The one who taught me the most, pushed me the hardest, and believed in me is my cousin, Mark Hancock, SGA of Indiana. Thanks, Mark.



Ryan Stenglein, Los Angeles 10.01.08 Altig-Orlovic-Stenglein

What an honor it is to sign that SGA contract! It is something that I had envisioned ever since I signed my SA contract in 2002 and moved into leadership. I would like to thank Rick Altig for starting our agency and always encouraging me to think bigger. I want to thank Ilija Orlovic for his clear vision and for always reminding me to remember where I came from. I also want to thank my first mentor, Rob Hay. He taught me everything about our business, and he always leads from the front. Most importantly, I want to thank my entire team. Success comes from surrounding yourself with the best people. I am truly excited about the unlimited opportunities for growth in Southern California.



Diego Arangopuerta, New Mexico/El Paso 11.01.08

There are several reasons why I got to where I am today. First, God, along with believing everyday in the Opportunity Unlimited American Income Life has to offer. The Opportunity has changed my life, and I wake up every day knowing which direction I am going. Also very important are the people who have surrounded me from day one, especially the support from my family and the influences from my former SGA, MGAs, office staff, and agent force, as well as friends. I have always known that you can learn something from the top guy in the company, and you can also learn something from the new guy who just walked in your office. Never stop learning and striving for self-improvement. Remember, you do not get to places by yourself; sometimes you need help. Just make sure when you make it to the top, you don't forget to send the "elevator to success" back downstairs for the next guy.



Elaina Bosco, St. Louis 11.19.08

About six years ago, I was sitting in a group interview wondering what I was doing there. I certainly did not have sales or insurance experience. In fact, all I did know was focusing on getting my degree in Pre-Med. As my career progressed with AIL, I had some expectations but never imagined that this journey would bring me such joy, success, and financial freedom. From the first day I started, I recall the burning desire to be an SGA. Hence, I began to follow in the footsteps of my mentor, Tom Williams. Besides teaching me everything I know about AIL, Tom taught me how to be a better person. Not only did he take me under his wing, but Tom and his wife, Debbie, also made me feel like a part of their family. As an SGA, my primary goal is to share this opportunity with as many people as possible and bring others as much success as the company has to offer. I will be forever grateful that I was blessed with this opportunity and that I have family and friends that have always been supportive and have always believed in me.

Promotions

State General Agent

Diego Arangopuerta Elaina Bosco Ryan Stenglein

Regional General Agent

Alek Auxier Susan Cooksey Taina Lameko David Melcher

Master General Agent

Moussa Adou	Allison Bankowski	Kevin Ishikane	Gregory McMeckan	Crystal Reeves	Jorell Washington
Brenda Anderson	Gina Congi	Maurice Jordan	Catherine Minor	Josh Sablan	Billy Wilder
Philip Anderson	Isaac Duenas	Robert Liles	Rodney Mori	Andrea Sayson	Brian Wolchok
Renee Anderson	Maria Esposito	Tehani Maragos	David Popowitz	Taneshia Solomon	Eric Zweifel
Brandon Asuka					

General Agent 60%

Bruce Andrews	Jordan Crumb	I-Perfection Harris	Danielle Jankowski	Martin McCarthy	Daniel Walton
Dart Brown	Travis Eick	John Hollins	Joanne Marks	Edward Rangel	

General Agent 57.5%

Brendan Boyle	Rita Earl	Brett McCoy	Kurt Papenhausen	Toby Potter	Brandon Zangaro
Edwin Cuebas	Kasali Kotun	Abolfazl Mohammadi	Sita Pereira	Haoyu Xu	Mark Ziemianski
Shannon Donald	Derrick Mason	Elvis O'Banor			

Supervising Agent 55%

Michael Antognoli	Michael Black	John Hughes	Kristina Nelson	Erez Shabtay	Michael Weeder
Mike Argersinger	Johnathon Ellington	Shawn James	Timothy Peters	Lola Tatum	Justin Wilson
David Aronovich	Jeremy Gray	Mitchell Matthews	Garik Petrosyan	Almir Toska	Peggy Winston
Gail Arundale	Darron Hacker	James May	Lori Sellers	Timothy Watson	
Robert Biser	Kevin Holtz	Ryan Neel			

Supervising Agent 52.5%

Salima Abdin	Nitiya Brown	Colleen Fisher	Dmitriy Kagan	Maryam Nemati	Joseph Serrano
Nasser Alvarado	Bianca Callender	Samuel Florent	Judy Kellerman	Valorie Nhean	Cynthia Sittig
Shannon Andrews	Stephen Campbell	Cory Friedman	Jason LaFayette	Frances Williams	Bill Strain
Muslimah Baldwin	Bernard Coffey	Ahmad Hanif	Jesse Lawson	Ryan O'Donnell	Jonathan Unger
Christa Barfield	Lisa Cook	Carlos Hernandez	Michael Mandella	Darren Osenbaugh	Hector Urena
Ryan Barker	Michael Cook	Mazen Hilal	Michael Manosca	German Pena	Lindsay Waddell
Vieva Battiste	Denice Copp	Anna Hoerrman	Adrena McCreary	Anne Powihongi	Corrie Williams
Christopher Brooks	Louis Fani	David Ingram	Ulysees Moore	Travis Rasso	Adam Wolfe
Carl Brown	Magda Figueiredo	Jeff James	Tony Ned	Mabelyn Rojas	

Look Who's Growing!
AIL/NILICO is proud to announce our newest office opening.
The Gary Bleier Agency, Appleton, Wisconsin
GA: **Tony Christman** (shown signing GA contract)

Congratulations!
We wish your team the best success.



Anniversaries

30 Years of Service

Donald Spohn PR CAT C

26 Years of Service

Josh Chalom SGA

23 Years of Service

James Surace SGA

22 Years of Service

Mark Bleier MGA

21 Years of Service

Billy Sauers PR CAT B

20 Years of Service

Erik Graham RGA

17 Years of Service

Rona Spano PR CAT A

15 Years of Service

Robin Andrade PR CAT B

14 Years of Service

Laurie Gruber PR CAT C

13 Years of Service

William Heath MGA

10 Years of Service

Paul Rumbuc SGA

Scott Sonnenberg SGA

9 Years of Service

Mark Gagliardi PR CAT A

8 Years of Service

Janice Dixon AGT

7 Years of Service

Sidney Hodgskiss MGA

6 Years of Service

Philip Currie AGT

5 Years of Service

Willie Hayden AGT

Eric LaBossiere RGA

Eli McKenzie AGT

George Noujaim MGA

Majjargal Sukhbaatar AGT

4 Years of Service

Robert Appel SA

3 Years of Service

Steven Edgell MGA

2 Years of Service

Noel Ables MGA

Erickson Bencosme GA

Anel Fernandez AGT

Glen Hardeman PR CAT B

Katy Hogge PR CAT C

Lorenzo Lameko MGA

Chad Neff MGA

Naera Pomare AGT

2 Years of Service (cont.)

Carlos Ramos PR CAT C

Richard Walsh GA

Robert Webb AGT

Frances Williams AGT

1 Year of Service

Michael Antognoli SA

Felix Berger AGT

Marie-France Bibeau AGT

Andrew Brinkmeyer SA

Jenna Burchill AGT

Sharon Castellano AGT

Angela Chambers AGT

William Collins AGT

Gina Congi MGA

Norma Crawford SA

Mary Ann D'Anna SA

Jennifer Dillon AGT

Isaac Duenas MGA

Mickey Flinn GA

Demetrius Franklin SA

Alfonso Garcia SA

Arlene Grosso SA

Leonard Harris AGT

Jennifer Holliday AGT

John Hollins GA

1 Year of Service (cont.)

Kevin Holtz SA

Oleksiy Kuznetsov AGT

Michael Lockhart SA

Jun Ma AGT

Tiffany Membery PR CAT A

Brent Morrissey AGT

Justin Nevitt GA

Adaoma Okereke SA

Sheryl Patterson SA

Sita Pereira GA

Laurie Quinn SA

Erin Ralph SA

David Saez AGT

Melissa Schroeder AGT

Karen Sessing GA

Amy Shui SA

Eric Trautloff AGT

Daniel Valenzuela GA

Loralee Vasquez MGA

Eric Zweifel MGA

Notice the new faces of our top YTD contest winners? It is never too late to give the extra effort required to pass up your competition and be featured as a top contest winner. It is also never too late to have to relinquish your top position because another manager went the extra distance and slid into a top spot. Do you have the will to win?

YTD Contest Total Payout:

\$323,429.29

Contest

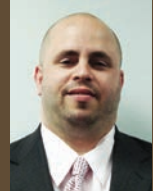
First Time 15%

Top YTD
Winners

October
Winners

\$7,517.99

Bonus Count* 11



Wayne Fader
Marc Rosen Agency

\$4,836.31

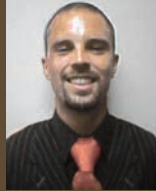
Bonus Count* 15



Alberto Alcalá
Marc Rosen Agency

\$4,614.44

Bonus Count* 12



Earnest Powers
Simon Arias Agency

\$4,608.29

Bonus Count* 14



Ben Halali
Jatoft-Foti Agency

\$4,402.08

Bonus Count* 14



Brett Gryaska
Oldham-Bianchi Agency

Manager	Bonus Count*	Bonus Amount	Manager	Bonus Count*	Bonus Amount	Manager	Bonus Count*	Bonus Amount	Manager	Bonus Count*	Bonus Amount
Bobby Gujral	2	\$2,086.50	Michael van Delft	1	\$452.45	Andrew Brinkmeyer	1	\$236.69	Jason Mayer	1	\$152.60
John Szoka	3	1,630.83	Edwin Cuebas	3	440.53	Thomas Reagan	1	235.44	David Aronovich	1	151.32
Earnest Powers	4	1,389.20	Francisco Perez	1	437.56	James Allen	1	234.01	Erickson Bencosme	1	151.23
Brett Gryaska	5	1,376.79	George Noujaim	1	435.28	Tiffany Roland	1	233.07	Craig Beck	1	150.53
Ryan Hall	3	1,281.04	Mathew MacCannell	1	420.16	Michael Delahunty	1	232.94	Matthew Parker	1	150.53
David Melcher	3	1,241.19	Donny Bowen	3	417.77	Mina Afu	1	226.77	Bruce Crowell	1	145.67
Kathryn Chaisson	5	1,235.10	Byron Paz	2	414.21	Lee van Delft	1	226.23	Ryan Neel	1	141.74
Wayne Fader	2	1,154.69	Samuel Cohen	1	414.16	Julianna Jones	1	222.28	Steve Surace	1	141.74
Dustin Dunbar	1	1,092.80	Patrick Bendure	1	412.90	Matt Flores	1	221.20	Blake Higuchi	1	139.44
Cheryl Foti	3	1,067.87	Matthew Melhorn	1	403.83	Marino Baca	2	219.87	George Lahamedjian	1	138.88
Rodney Ward	3	1,066.42	Yvonne Zarathustra	2	397.23	Zeve Katz	1	219.79	Charles Mickens	1	138.83
Adam Kiss	3	1,063.29	Pamela Ladd	2	394.03	Levar Morgan	1	218.78	Jose Lomeli	1	138.30
Manuel Gogolin	2	1,043.25	Roger Melton	2	385.40	Gevorg Yanukyan	1	216.30	Elizabeth Cazares	1	137.65
Mark Beckford	2	964.07	Patrick Stenglein	2	385.37	Mike Argersinger	2	213.00	Hovhannes Ter-Martirosian	1	137.53
Jermaine Gunter	2	948.90	Sharon Brenner	1	383.93	Shaelagh Legus	1	207.96	Todd O'Neill	1	135.27
Ben Halali	4	854.70	Michael Sheets	2	383.38	Cynthia Romero	2	207.65	Jackie Alston	1	135.00
Phillip Humbel	1	813.49	Laura Fisher	1	375.48	Samuel Florent	1	207.08	Luciana Mosca	1	133.84
Robert J Dunn	2	787.76	Taina Lameko	2	373.11	Justin Wilson	1	206.45	Jay Meyer	1	133.34
Harjeet Rana	4	775.16	Michael Zorn	1	372.36	James Ching	1	205.96	Timothy Clark	1	133.19
Steven King	2	749.08	John Collins	2	370.38	Mark Bleier	1	200.41	Cathy Thompson	1	132.00
Samantha Chui	2	740.99	David Wang	1	364.87	Francisco Zarathustra	2	198.62	Regenia Mapson	1	131.23
Rachel Arenas	1	718.75	Timothy Watson	1	357.26	Doreen Ryan-Foti	1	198.41	Maryna Danielian	1	129.43
Ryan Vopat	1	714.52	Sidney Hodgskiss	1	353.43	Theresa Sanfilippo	2	197.02	Clifton Horton	2	127.86
Daniel Phares	2	699.28	Jose Harb	3	317.26	Thomas Craig	1	188.17	Perry Taylor	1	127.22
Desi Dimitrova	3	698.34	Timothy Matteson	2	312.95	Adaoma Okereke	1	187.74	Cara DeFiore	1	126.88
Lorenzo Lameko	3	676.94	Marcus Howard	1	308.32	Jeffery Thiel	1	185.43	Shaun McDonald	1	126.85
Daven Hermosura	2	650.41	Robert Kanaan	2	304.28	Thomas Vena	1	182.44	Aubrey Sarreal	1	126.60
Samuel LaSala	2	645.75	Nicholas Zangardi	1	302.63	Lynn Jones	1	181.58	Gail Arundale	1	122.70
William Ray	2	634.51	Alberto Alcalá	1	302.45	Dawn McElwain	1	181.20	Joseph Flynn	1	117.60
Andrew Stinnett	2	609.67	Anca Susan	3	299.80	Corey Carbon	1	179.40	Demetrius Franklin	1	117.01
Noel Ables	1	608.91	Stephen Jubrey	2	294.64	Robert Slocum	1	179.02	Richard Barbour	1	116.49
David Walton	3	605.58	William Buckenmeyer	1	288.45	Rufat Djangirov	2	174.10	Derek Wiens	1	113.94
Erik Graham	3	599.59	Travis Norman	1	287.75	Majesta Davis	1	173.82	Brandon Teter	2	113.75
Mitch Duplantis	2	562.50	Steven Foti	1	285.71	Scott Hanna	1	173.56	Almir Toska	1	113.11
Kenneth Greer	1	551.98	Tina Grzeca	2	277.13	Michael Laramie	1	173.17	Michael Ellis	1	112.87
Beth Snow	2	550.17	Natalie Linker	1	276.60	Ramin Maghsoud	1	173.17	Michael McIntosh	1	112.05
Dorian Oldham	2	531.84	Johnathon Bunch	1	275.99	Seth Raymond	1	171.68	Sheku Sheriff	1	111.14
Marlin McKinney	2	527.67	Brandon Zangaro	2	272.26	Adam Trubacz	1	170.55	Sarai Castanon	1	110.10
Ryan Bisanz	2	524.41	Christian Vasquez	1	267.67	David Goodman	1	170.43	Alexander Seropian	1	108.15
Alex Gonzales	1	517.33	Raymond Risucci	2	265.92	Anthony Theriault	1	170.43	Albert Lau	1	107.84
David Hausman	1	513.19	Cody Novak	2	262.21	Kirk Alexander	1	166.24	Kellen Cuttance	1	106.11
Mark Ziemianski	3	512.18	Jarred Sykes	1	261.95	Jordan Crumb	1	165.83	Ryan LeBaron	1	106.04
Philip Prata	2	496.92	Alan Weissen	1	256.60	Jason LaFayette	1	156.94	Gregory Engrav	1	101.47
Kyriacos Davis	1	485.55	Bonnie Williams	2	249.78	Christopher Keller	1	156.43	Steve Jirschele	1	100.21
Mercedes Ayala	2	471.24	James Vatter	1	248.98	Amanda Deal	1	156.25			
David Iriye	2	468.87	Ryan Trimble	1	243.45	Harold Miner	1	155.64			
Loralee Vasquez	3	462.64	Jayson Medema	2	237.58	Edward Rangel	1	154.16			

Bonus Count* is the total number of Agents under the indicated Manager who have reached the 15% bonus level for the first time.

BONUS

PR Bonus*

QUALIFIER	SGA	AMOUNT
Robin Andrade	HO MA	\$6,659.36
Amanda Mlinaz	Matt Henderson	4,730.00
Nadine Boudreault	HO SK	4,460.00
Robyn Ferraro	Joe Manone	3,478.75
Malka Arony	Steve Hartman	2,940.75
Brett Hulme	HOGA	2,672.00
Kenneth Altizer	HO WV	2,407.00
Mark Gagliardi	Jatoft-Foti	2,106.25
J T Tasker	Oldham-Bianchi	1,985.57
Donald Spohn	Surace-Smith	1,597.50

TOTAL PR BONUS PAID: \$55,883.90

95 PR Reps Qualified

Leadership Bonus*

QUALIFIER	SGA	AMOUNT
Ben Halali	Jatoft-Foti	\$16,235.98
Samuel Cohen	Fred Hadayia	15,125.86
Harjeet Rana	Imran Satti	15,107.09
Byron Paz	Josh Chalom	12,540.25
Patrick Bendure	Surace-Smith	12,158.26
Brett Gryaska	Oldham-Bianchi	10,868.91
Earnest Powers	Simon Arias	10,853.90
Alberto Alcalá	Marc Rosen	9,786.42
Stephen Hill	Steve Friedlander	9,206.47
Mitch Duplantis	Marc Rosen	9,081.29

TOTAL LEADERSHIP BONUS PAID: \$678,532.19

568 Managers Qualified

Reinstatement Bonus*

QUALIFIER	SGA	AMOUNT
David Jackson	Tom Williams	\$2,931.93
Lawrence Dennis	Paul Rumbuc	1,646.73
James Larkin	Theodore Pappas	1,466.73
Henry Getty	Cohen-Cohen	1,391.84
Sami Mogannam	Jatoft-Foti	906.55
Arthur Westergren	Tom Williams	896.22
Jason Young	Alt-Orl-Deley	874.41
Lance Martin	Surace-Smith	868.92
David Ackerman	Eric Giglione	720.57
Heidy Morataya	Cohen-Cohen	714.15

TOTAL REINSTATEMENT BONUS PAID: \$31,611.90

97 Producers Qualified

WGB Bonus*

QUALIFIER	SGA	AMOUNT
Roghie Hassanloo	Josh Chalom	\$8,808.60
Karen McQuoid	Steve Friedlander	6,062.63
Ed Olfert	Altig-Orlovic	5,241.85
Tibor Simon	Altig-Orlovic	4,852.45
Randoph Souliers	Altig-Orlovic	4,456.56
Timothy Cruise	Altig-Orlovic	4,358.94
Lily Tchen	Cohen-Cohen	4,318.92
Tehani Maragos	Altig-Orlovic	4,264.32
Joey Kennedy	Altig-Orlovic	4,251.55
Kevin Edwards	Oldham-Bianchi	4,228.35

TOTAL WGB BONUS PAID: \$1,150,879.35

1,902 Producers Qualified

Total: \$1,916,907.34



Roger Smith

President & CEO
American Income Life & National Income Life

WILL 2 WIN

Recently, Dottie and I were watching Stallone's latest movie, *Rocky Balboa*. There is a scene where Rocky is talking to his son and he explains to him, "It's not about how hard you hit; it's about how hard you get hit and keep moving forward, how much you can take and keep moving forward. You've got to be able to take the hits." At that very moment of the movie, Dottie yells, "That's you guys! Look at you, look how many hits you must have taken along the way, a guy who barely passed a GED test to later become CEO. How many times did you get knocked down and then get back up? What about American Income? How many hits has it taken and continues to take?" Well, Dottie's right!

Think of what it must have been like for "B" back in 1951 when he was going around to banks in one of the most anti-union states in the country, trying to borrow \$25,000 to start the only 100% union insurance company with no prior insurance experience. How many punches do you think he took? How hard do you think it was for him to keep going? "B's" incredible will is what led him to take the punches and come back stronger.

Look at us now. We accomplished production heights never before seen in AIL/NILICO history the last 9 out of 10 months, and we broke the \$10 Million month twice this year. We have the highest agent count, the highest agent submitting count, and the highest coding count in the history of the company. Look at your will: you took the hits, you got knocked down, and you got back up every time, and your will to win is what will keep you in the ring fighting to hit \$250 Million.

I expect a couple of knock downs along the way to \$250 Million, and when that happens I need you to have the will to win, the will to take the hits and come back stronger than ever before. I need you to get up off your feet and come out swinging. I need you to have heart, I need you to have courage, and I need you to win. Because if you win, American Income wins, and we all win!

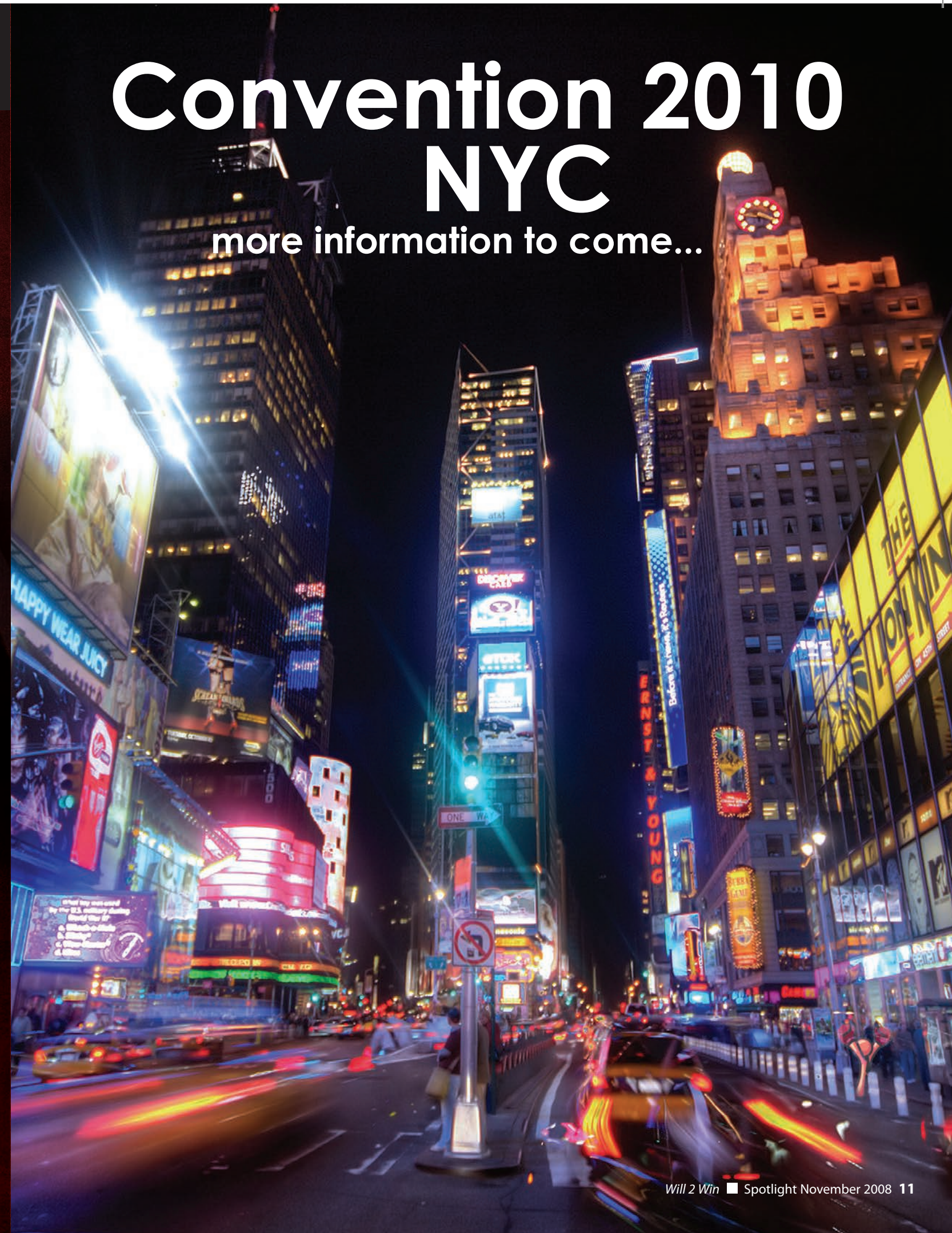
And that all elusive \$100,000,000 — the number that has been knocking us down for the past 4 years — well, we've gotten up and we've kept moving forward; and this year, with your will to win we are going to blow past that \$100,000,000. I can't wait to look back and say, "You ain't so bad!"

You see, in order to get into that ring to begin with, you're going to have to know that you're the best person standing. That's what winning is all about; that is what defines success. I know we are the best insurance company standing, and therefore, I know we are ready to march down that road to \$250 Million!

WILL 2 WIN!

Convention 2010 NYC

more information to come...



Individual Producers



1. Roghie Hassanloo
Toronto, ON



2. Tehani Maragos
Honolulu, HI



3. Kevin Edwards
Rochester, NY



4. Karen McQuoid
Auckland, NZ



5. Timothy Cruise
Las Vegas, NV



6. Theresa Bellajaro
Honolulu, HI



7. Donald Wold
Redmond, WA



8. Bianca Zaragoza
Phoenix, AZ



9. Karen Sessing
Long Island City, NY



Top IceBreaker
10. Ryan Leong
Concord, CA



IceBreaker 1
Samantha Jacobsen
Minneapolis, MN



IceBreaker 2
Monique Roye
Plymouth Mtg., PA



IceBreaker 3
Daniel Smith
Redmond, WA

October Production

Rank	Name	Net ALP	Net to Gross	Retention	MGA	SGA
1	Roghie Hassanloo	\$30,399		70.4	Byron Paz	Josh Chalom
2	Tehani Maragos	26,830	91		John Collins	Altig-Orlovic
3	Kevin Edwards	26,263	94		Pamela Ladd	Oldham-Bianchi
4	Karen McQuoid	24,402		82.7	Karen McQuoid	Steve Friedlander
5	Timothy Cruise	24,314		73.8		Altig-Orlovic
6	Theresa Bellajaro	22,901		83.6	Christopher Clark	Altig-Orlovic
7	Donald Wold	21,495		70.1		Altig-Orlovic
8	Bianca Zaragoza	20,839		77.2		Steve Hartman
9	Karen Sessing	20,364		86.6	Mitch Duplantis	Marc Rosen
10	Ryan Leong	19,813	94		Cheryl Foti	Jatoft-Foti
11	Lily Tchen	19,703		82.9	David Iriye	Cohen-Cohen
12	Michael Cook	19,676	96		Robert Vincent	Scott Rehberg
13	Joey Kennedy	19,597		79.3	Brett MacCannell	Altig-Orlovic
14	Ed Olfert	19,339		91.3	Eric LaBossiere	Altig-Orlovic
15	Peggy Winston	19,125	88		Michael LiBassi	Surace-Smith
16	Troy Plummer	19,070		85.2	Troy Plummer	Alt-Orl-Deley
17	Max Quasem	18,883		85.8		Cohen-Cohen
18	Ernesto Magat	17,568	92		Ben Halali	Jatoft-Foti
19	Samantha Jacobsen	17,542	98		Paulo Rosa	Alt-Orl-Deley
20	Al-Karim Walji	17,446		77.3		Altig-Orlovic

ALL TIME RECORD: STEVEN STENSURD \$71,391 1st Six Mo Agt

YTD Production

*1.	Roghie Hassanloo	305,915		70.4	Byron Paz	Josh Chalom
*2.	Lily Tchen	210,527		82.9	David Iriye	Cohen-Cohen
*3.	Kevin Ishikane	208,949		78.6	Kevin Ishikane	Altig-Orlovic
*4.	Max Quasem	192,112		85.8		Cohen-Cohen
*5.	Steven Stensrud	187,034		80	John McGrath	Altig-Orlovic
*6.	Freida Yakubov	183,348		78.4	Elaina Bosco	Tom Williams
*7.	Timothy Cruise	175,496		73.8		Altig-Orlovic
*8.	Bianca Zaragoza	157,682		77.2		Steve Hartman
*9.	Helen Taylor	150,686		84.2	Bobby Gujral	Altig-Orlovic
*10.	Elvis O'Banor	146,063	85		Laura Fisher	Eric Giglione
11.	Jamison Weatherspoon	138,545		89.9	Nicholas Zangardi	Surace-Smith
12.	Karen Sessing	137,312		86.6	Mitch Duplantis	Marc Rosen
13.	Tehani Maragos	129,301	91		John Collins	Altig-Orlovic
14.	Ross Ewen	123,535		73.5		Scott Rehberg
15.	Catherine Minor	123,473		71.5	Catherine Minor	Altig-Orlovic
16.	Kevin Appasamy	120,344		77.2		Altig-Orlovic
17.	Brock Lampe	117,978	88		Tiffany Roland	Altig-Orlovic
18.	Amir Sedaghat	117,949		85.5	Amir Sedaghat	Altig-Orlovic
19.	Robert Ulreich	116,540		88.7	Christopher Stephens	Jatoft-Foti
20.	Benjamin Eggen	115,302		75.6	John McGrath	Altig-Orlovic

ALL TIME RECORD: ROGHIE HASSANLOO \$305,915 1st Six Mo Agt

IceBreakers

October

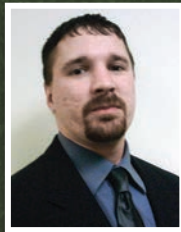
1.	Samantha Jacobsen	17,542	98		Paulo Rosa	Alt-Orl-Deley
2.	Monique Roye	16,325	97		Samuel Cohen	Fred Hadayia
3.	Daniel Smith	15,880	100		Michael Ellis	Altig-Orlovic

An IceBreaker is a Producer who made his/her first sale in the last 2 calendar months. We will recognize all IceBreakers in the Top 10 Individual Producers list for the month, as well as the next Top 3 in this category.

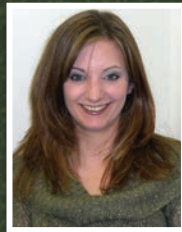
Supervising Agents



1. Francisco Zarathustra
Los Angeles, CA



2. Justin Wilson
Columbus, OH

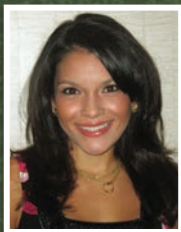


3. Majesta Davis
Hurricane, WV

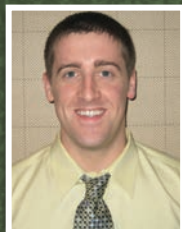
Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	MGA	SGA
1.	Francisco Zarathustra	\$42,076	\$41,216	90			Cohen-Cohen
2.	Justin Wilson	37,137	40,612		75.0	Patrick Bendure	Surace-Smith
3.	Majesta Davis	36,422	35,110	94		Daniel Phares	Scott Keeney
4.	Timothy Watson	31,322	33,895	89		Ryan Vopat	Surace-Smith
5.	Jayson Medema	31,091	33,117	85		Patrick Stenglein	Altig-Orlovic
ALL TIME RECORD: LORENZO LAMEKO \$78,033 1st Six Mo Agt							
ALL TIME RECORD: LORENZO LAMEKO \$81,207 Net ALP							

Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	MGA	SGA
*1.	Michael Garrett	185,512	208,198	70.6		Harjeet Rana	Imran Satti
2.	Francisco Zarathustra	130,425	136,043	90			Cohen-Cohen
3.	Jamison Weatherspoon	125,714	252,287		83.2	Nicholas Zangardi	Surace-Smith
4.	Justin Wilson	119,805	195,472		75.0	Patrick Bendure	Surace-Smith
5.	Michael Black	109,620	222,213		73.5	Brett Gryska	Oldham-Bianchi
ALL TIME RECORD: LORENZO LAMEKO \$289,373 1st Six Mo Agt							
ALL TIME RECORD: MARY ANN GAELIC \$443,893 Net ALP							

General Agents



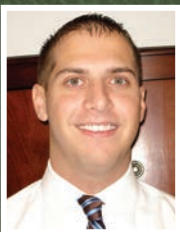
1. Sarai Castanon
San Jose, CA



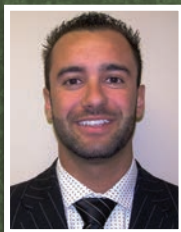
2. Daniel Walton
Cleveland, OH

Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	MGA	SGA
1.	Sarai Castanon	\$107,110	\$107,161	91		Ben Halali	Jatoft-Foti
2.	Daniel Walton	73,761	96,639		69.7	Patrick Bendure	Surace-Smith
3.	Stephen Jubrey	64,228	77,865		84.9	Brett Gryska	Oldham-Bianchi
4.	Thomas Vena	59,931	63,467	93		Earnest Powers	Simon Arias
5.	Sita Pereira	49,471	55,963	97		Stephen Hill	Steve Friedlander
6.	Edward Rangel	46,790	60,054		70.4	Marcus Howard	Surace-Smith
7.	Mark Ziemianski	40,880	46,062	88		Earnest Powers	Simon Arias
8.	Evan Holzhauer	39,336	46,551		75.9	Laura Fisher	Eric Giglione
9.	Steven Foti	37,081	38,666		74.5	Cheryl Foti	Jatoft-Foti
10.	James Cunningham	35,506	62,527		76.5	Nicholas Zangardi	Surace-Smith
ALL TIME RECORD: TAINA LAMEKO \$195,544 1st Six Mo Agt							
ALL TIME RECORD: TAINA LAMEKO \$208,278 Net ALP							

Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	MGA	SGA
*1.	Sarai Castanon	447,005	454,314	91		Ben Halali	Jatoft-Foti
*2.	Daniel Walton	395,646	542,235		69.7	Patrick Bendure	Surace-Smith
*3.	Evan Holzhauer	350,762	414,074		75.9	Laura Fisher	Eric Giglione
*4.	James Alders	275,444	320,881		70.4	Harjeet Rana	Imran Satti
*5.	James Cunningham	273,194	411,928		76.5	Nicholas Zangardi	Surace-Smith
6.	Alex Grakhov	271,664	350,599		72.9	Nicholas Zangardi	Surace-Smith
7.	Stephen Jubrey	237,211	317,039		84.9	Brett Gryska	Oldham-Bianchi
8.	Danielle Jankowski	224,707	361,977		71.6	Michael LiBassi	Surace-Smith
9.	David Thomas	216,585	325,344		70.3	Adam Kiss	Theodore Pappas
10.	Edward Rangel	212,059	347,356		70.4	Marcus Howard	Surace-Smith
ALL TIME RECORD: TAINA LAMEKO \$1,319,496 1st Six Mo Agt							
ALL TIME RECORD: TAINA LAMEKO \$1,522,976 Net ALP							



3. Stephen Jubrey
Rochester, NY

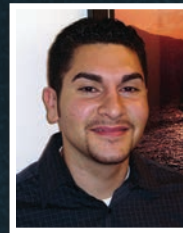


4. Thomas Vena
Pittsburgh, PA

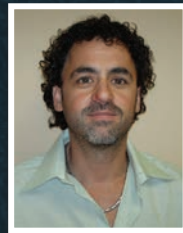


5. Sita Pereira
Auckland, NZ

■ Master General Agents



1. Ben Halali
San Jose, CA



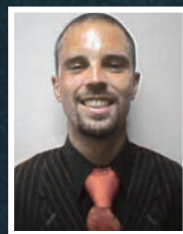
2. Samuel Cohen
Plymouth Mtg., PA



3. Brett Gryska
Rochester, NY



4. Patrick Bendure
Cleveland, OH



5. Earnest Powers
Pittsburgh, PA

Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
1.	Ben Halali	\$105,701	\$120,824		79.5	Jatoft-Foti
2.	Samuel Cohen	96,924	132,932		69.0	Fred Hadayia
3.	Brett Gryska	91,363	141,983		80.1	Oldham-Bianchi
4.	Patrick Bendure	82,002	121,883		73.2	Surace-Smith
5.	Earnest Powers	80,036	89,065	81		Simon Arias
6.	Harjeet Rana	70,980	94,103		68.5	Imran Satti
7.	Alberto Alcalá	63,559	83,267		69.3	Marc Rosen
8.	Jeffery Thiel	57,835	73,087		69.3	Simon Arias
9.	Stephen Hill	56,904	99,071	100		Steve Friedlander
10.	Lorenzo Lameko	52,892	75,715	97		Steve Friedlander
ALL TIME RECORD: JEFF RIBMAN \$326,483 1st Six Mo Agt						
ALL TIME RECORD: JEFF RIBMAN \$364,483 Net ALP						

Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
*1.	Harjeet Rana	704,208	977,249		68.5	Imran Satti
*2.	Brett Gryska	606,848	1,126,349		80.1	Oldham-Bianchi
*3.	Patrick Bendure	522,354	746,845		73.2	Surace-Smith
*4.	Samuel Cohen	501,767	858,884		69.0	Fred Hadayia
*5.	Jeffery Thiel	490,360	545,489		69.3	Simon Arias
6.	Ben Halali	490,065	575,920		79.5	Jatoft-Foti
7.	Laura Fisher	485,179	765,587		73.0	Eric Giglione
8.	Earnest Powers	465,344	511,209	81		Simon Arias
9.	Alberto Alcalá	415,259	543,357		69.3	Marc Rosen
10.	Joseph Moore	391,620	449,493		70.4	Matt Henderson
ALL TIME RECORD: JEFF RIBMAN \$1,802,351 1st Six Mo Agt						
ALL TIME RECORD: PAUL RUMBUC \$2,168,283 Net ALP						

■ Regional General Agents



1. Patrick Bendure
Cleveland, OH



2. Samuel Cohen
Plymouth Mtg., PA



3. Sonny Gurney
Troy, MI

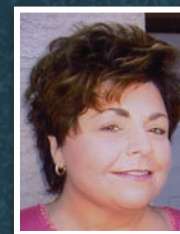
Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
1.	Patrick Bendure	\$155,760	\$260,093		72.3	Surace-Smith
2.	Samuel Cohen	131,540	177,634		68.8	Fred Hadayia
3.	Sonny Gurney	116,503	263,359		73.0	Paul Rumbuc
4.	Michael Vasu	115,567	260,336		77.5	Surace-Smith
5.	Alberto Alcalá	109,692	129,400		69.3	Marc Rosen
ALL TIME RECORD: JIM BIANCHI \$250,884 1st Six Mo Agt						
ALL TIME RECORD: JIM BIANCHI \$470,822 Net ALP						

Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
*1.	Harjeet Rana	1,142,813	1,681,167		72.1	Imran Satti
*2.	David Hausman	1,088,289	1,860,583		73.5	Eric Giglione
3.	Francisco Perez	1,017,500	1,709,815		71.1	Theodore Pappas
4.	Sonny Gurney	959,006	2,412,332		73.0	Paul Rumbuc
5.	Patrick Bendure	884,895	1,432,659		72.3	Surace-Smith
ALL TIME RECORD: JIM BIANCHI \$1,989,902 1st Six Mo Agt						
ALL TIME RECORD: JIM BIANCHI \$4,570,094 Net ALP						

■ Public Relations



Malka Arony
PR MANAGER
Phoenix, AZ



Malka Arony
CATEGORY A
Phoenix, AZ



Mark Gagliardi
CATEGORY A
Concord, CA



Robin Andrade
CATEGORY B
Malden, MA



Darrell Dorey
CATEGORY B
Halifax, NS



Donald Spohn
CATEGORY C
Cleveland, OH



Krissa Hensley
CATEGORY C
Cleveland, OH

Category	Rank	Name	Production	SGA
Mgr	1.	Malka Arony	11,504 Cards	HO Los Angeles/Hartman
	2.	Susan Fuldauer	7,819 Cards	HO IN
	3.	Chuck Hill	6,212 Cards	Jatoft-Foti
A	1.	Malka Arony	5,678 Cards	HO Los Angeles/Hartman
	2.	Mark Gagliardi	4,266 Cards	Jatoft-Foti
	3.	Linda Stadtler	2,963 Cards	Surace-Smith
	4.	Nadine Boudreault	2,694 Cards	HO SK
	5.	Robyn Ferraro	2,649 Cards	Joe Manone
B	1.	Robin Andrade	5,220 Cards	HO MA
	2.	Darrell Dorey	3,018 Cards	Imran Satti
	3.	Susan Fuldauer	2,764 Cards	HO IN
	4.	Glen Hardeman	2,129 Cards	HO St Louis
	5.	Michelle Baxter	2,015 Cards	HO IN

Category	Rank	Name	Production	SGA
ALL TIME RECORD: 18,960 Cards				
C	1.	Donald Spohn	14 Groups	Surace-Smith
	2.	Krissa Hensley	11 Groups	Surace-Smith
	3.	Kenneth Altizer	9 Groups	HO WV
	4.	Cheryl Cook	9 Groups	HO PA
	5.	John Wagner	7 Groups	HO Southern Ohio

Category	Rank	Name	Production	SGA
Mgr	*1.	Malka Arony	64,445 Cards	HO Los Angeles/Hartman
	*2.	Susan Fuldauer	59,361 Cards	HO IN
	3.	Chuck Hill	59,309 Cards	Jatoft-Foti
A	*1.	Rona Pileggi Spano	25,371 Cards	HO Chicago
	*2.	Chuck Hill	22,528 Cards	Jatoft-Foti
	3.	Brenda Di Somma	22,368 Cards	HO NJ
	4.	Malka Arony	21,214 Cards	HO Los Angeles/Hartman
	5.	Mark Gagliardi	19,824 Cards	Jatoft-Foti
B	*1.	Al Wall	29,985 Cards	Josh Chalom
	*2.	Robin Andrade	29,657 Cards	HO MA
	3.	Vivian Dwyer	18,083 Cards	Slav Bitman/HO VA
	4.	Michelle Baxter	16,658 Cards	HO IN
	5.	Darrell Dorey	16,501 Cards	Imran Satti

Category	Rank	Name	Production	SGA
ALL TIME RECORD: DENISE BOWYER 61,879 Cards				
C	*1.	Kenneth Altizer	114 Groups	HO WV
	*2.	Donald Spohn	72 Groups	Surace-Smith
	3.	Cheryl Cook	59 Groups	HO PA
	4.	Richard Case	56 Groups	Surace-Smith
	5.	Jerry Hartnett	49 Groups	Surace-Smith

Public Relations Manager selection guidelines for recognition in the Spotlight are as follows:
Must have two PR Representatives coded and meet all production requirements.
Category A = SGA categories I and II.
Category B = SGA categories III, IV, V, VI, VII, and VIII.
Category C = Top number of group credits signed from all SGA categories.
Also, please note, the number of leads will be used to break a tie in Category C.

State General Agents

New SGAs with pro-rated objectives are not eligible to compete for Year To Date Awards. SGAs must be at full objective for the last 6 months of the year.

1st Six Month Agent

	Category	Name	Net to Gross	Retention	1st Six Mo Agt	1st Six Mo Obj	% of Obj
October Production	I	Surace-Smith		71.5	\$316,034	\$221,000	143
		Jatoft-Foti		72.0	241,579	210,000	115
	II	Cohen-Cohen		78.2	178,651	143,000	125
	III	Sabrina Lloyd	83		30,798	19,100	161
		Imran Satti		72.5	101,293	89,000	114
	IV	Fred Hadayia		68.5	152,588	87,500	174
	V	Scott Rehberg		76.3	69,325	65,400	106
YTD Production	VI	James Bailey		69.8	73,480	52,000	141
		Scott Keeney		72.9	78,611	62,000	127
	VII	Simon Arias	86		197,574	39,000	507
		Tim McAdams		71.5	68,699	37,000	186
	I	Surace-Smith		71.5	3,208,693	2,210,000	145
	III	Sabrina Lloyd	83		91,089	47,750	191
		Imran Satti		72.5	1,147,773	890,000	129
YTD Production		Theodore Pappas		71.9	1,023,694	1,000,000	102
	IV	Fred Hadayia		68.5	955,950	875,000	109
	V	Allan Jennings		73.8	708,064	695,000	102
	VI	James Bailey		69.8	420,822	400,000	105
	VII	Simon Arias	86		1,108,794	282,500	392
		Tim McAdams		71.5	457,664	333,000	137

Net ALP

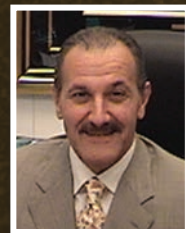
	Category	Name	Net to Gross	Retention	Net ALP	Net ALP Obj	% of Obj
October Production	I	Surace-Smith		71.5	\$651,119	\$433,000	150
		Jatoft-Foti		72.0	475,908	412,000	116
		Altig-Orlovic		72.8	1,627,821	1,517,000	107
	II	Cohen-Cohen		78.2	335,106	282,000	119
		Steve Greer		70.2	207,505	195,000	106
	III	Sabrina Lloyd	83		60,292	34,500	175
		Theodore Pappas		71.9	190,353	191,000	100
	IV	Alt-Orl-Deley		69.6	284,824	165,000	173
		Fred Hadayia		68.5	224,016	169,000	133
YTD Production		Josh Chalom		70.9	194,220	165,000	118
	VII	Simon Arias	86		227,971	78,000	292
		Tim McAdams		71.5	90,075	69,000	131
	IX	Randy Teyssier	83		35,764	32,500	110
	I	Surace-Smith		71.5	5,869,134	4,330,000	136
		Altig-Orlovic		72.8	15,526,934	15,170,000	102
	II	Cohen-Cohen		78.2	3,081,636	2,820,000	109
	III	Sabrina Lloyd	83		192,858	86,250	224
		Imran Satti		72.5	1,784,367	1,730,000	103
YTD Production	IV	Josh Chalom		70.9	2,054,253	1,650,000	125
		Alt-Orl-Deley		69.6	1,994,365	1,650,000	121
	VI	Mark Hancock		69.0	1,256,871	1,130,000	111
	VII	Simon Arias	86		1,203,935	560,000	215
	IX	Randy Teyssier	83		105,941	81,250	130



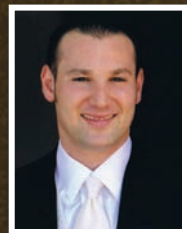
Jim Surace
CATEGORY I



Marcus Smith
CATEGORY I



David Cohen
CATEGORY II



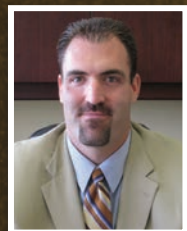
Micah Cohen
CATEGORY II



Sabrina Lloyd
CATEGORY III



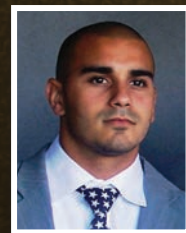
Fred Hadayia
CATEGORY IV



Scott Rehberg
CATEGORY V



James Bailey
CATEGORY VI



Simon Arias
CATEGORY VII



Jim Surace
CATEGORY I



Marcus Smith
CATEGORY I



David Cohen
CATEGORY II



Micah Cohen
CATEGORY II



Sabrina Lloyd
CATEGORY III



Rick Altig
CATEGORY IV



Ilija Orlovic
CATEGORY IV



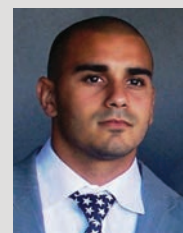
Chad Deley
CATEGORY IV



Simon Arias
CATEGORY VII



Randy Teyssier
CATEGORY IX



TOP ROOKIE
October 2008
1st Six Month Agent
Simon Arias
Category VII

Net to Gross 86
1st Six Mo Agt \$197,574
1st Six Mo Obj \$39,000
% of Obj 507

The Top Rookie is an SGA with less than one year tenure who achieved the highest percentage of 1st Six Mo Agt Objective for the featured month.

ROOKIE CARD



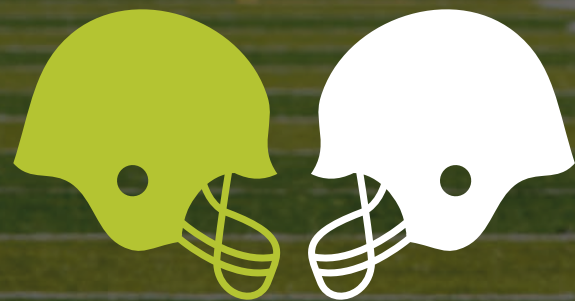
TOP ROOKIE
October 2008
Net ALP
Simon Arias
Category VII

Net to Gross 86
Net ALP \$227,971
Net ALP Obj \$78,000
% of Obj 292

The Top Rookie is an SGA with less than one year tenure who achieved the highest percentage of Net ALP Objective for the featured month.

ROOKIE CARD

NON GRUDGE MATCH



Calling All Non-Winners

The fall SGA Meeting featured the long-awaited Non-Grudge Match presentations. The non-winning SGAs gave concession speeches to their victorious counterparts while wearing identifying helmets. It was a time for laughter and camaraderie among the leaders of AIL/NILICO. Winner or non-winner, we salute your efforts and your *WILL 2 WIN* spirit!

Left to right: Jim Bianchi, Steve Greer, Paul Rumbuc, and Fred Hadayia. And the SGA with his head down, that is Durhon Oldham.



Tim McAdams and Matt Hogan exhibited true sportsmanship by wearing Washington Redskins jerseys during their presentation to Tyrone Conard and Barry Dillah of the Washington, D.C. area.



Left to right: Marc Rosen, Rick Altig, Cindy Furer, Ilija Orlovic and Theo Pappas.



Left to right: Scott Rehberg along side Robert Harris, Scott Keeney, and Dave Orrico.



Scott showcases the proper "non-winner" helmet.

Perspective

AGENCY DIRECTOR OF THE MONTH: Larry Strong

Larry Strong is the Agency Director of the Month for the second month in a row. His territory had 52.2% growth for the month of October. Larry is the consummate leader who clearly understands the importance of not just getting results but getting them with a leadership style that exudes class, character, and a commitment to excellence.

Congratulations, Larry!



Larry Strong

Vice President of Agency Leadership Development

The Power is In the Will

When I walked into the conference room for the Fall SGA meeting, I immediately noticed two enormous, beautifully designed AIL/ NILICO banners with the slogan, *WILL 2 WIN*. After I got past how well designed they were and what a cool new mantra it was, I said to myself, "Well of course we will!"

After a couple of days of glancing at the banners from time to time, I started thinking about *WILL 2 WIN* from many perspectives. I could interpret this new call to action as a way of expressing a future statement or command, as in "you will appreciate this." Or I could interpret it as expressing intention, as in "I will return," and even as a wish or desire, as in "call when you will." The more I thought about *WILL 2 WIN*, the more I started to put these words in the context of a noun instead of a verb, and I began to envision them to mean determination and willpower. Then, I started thinking about how much winning is determined by both of these.

Winning is not easy; losing is easy. You never hear someone announce, "And now for the piece-of-cake Agent of the Year Award." Can you imagine someone standing at Convention and saying, "Well, my goal this year was to not make any bigger commitments than necessary to achieve my goals because I knew that it was going to be really easy to accomplish what I did." As crazy as you're thinking that would sound, are you fully prepared to give what it takes to be a winner?

As we *WILL 2 WIN* the balance of this year and set up for an even more successful year in 2009, here are a couple of things I have noticed along the journey, watching others become successful at selling, managing, and leading.

The alternative to winning is unacceptable! Many people become winners because they are just unwilling to accept defeat. In addition to being so inspired, motivated, determined, and dedicated to success, the thought of failure is not even a part of their consciousness. As Zig Ziglar used to say, "Give me a person who goes after Moby Dick in a row boat...and takes the tartar sauce with them!" These are the kind of people who win simply because they are UNWILLING to lose. In essence, they, too, encompass what it means to *WILL 2 WIN*.

The other thing I have noticed is that winners choose to be WILLING to do the things that put them into position to win. I believe this business is all about positioning and getting into position to win. What is position to win? As an agent, it is when your knees get under someone's kitchen table. The more frequently this happens, the higher your potential for winning. As an agency builder or leader, it can be how frequently you are sitting across from a prospective recruit for a final interview or how often the front right seat in your car is occupied by a wide-eyed, enthusiastic new agent waiting to be field trained.

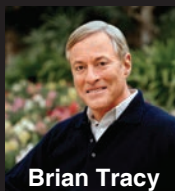
So, whether you are a career agent, new SA, GA, MGA, RGA, or potential or current SGA, here is the question: What are you willing to do to ensure your future success with American Income Life and National Income Life in 2009? Want a tip?

WILL 2 WIN!

Last to Month to Qualify

SEE YOU ON THE RED CARPET

2009 Convention: May 14-17, 2009 • Stay at the Beverly Hilton, home of the Golden Globe Awards For complete Convention Qualifications, go to: www.aillife.com/agency/spotlight/maingtl.htm



Leadership Bonus

Total: \$678,532.19

Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Ben Halali	\$16,235.98	Robert Kanaan	\$3,495.59	Jared Mlinarich	\$1,752.33	Michael Laramie	\$1,151.09
Samuel Cohen	15,125.86	Andrew Stinnett	3,344.01	Francisco Zarathustra	1,746.84	Amanda Deal	1,139.46
Harjeet Rana	15,107.09	Garret Kun	3,254.44	Hyungjun Kae	1,734.89	Daniel Walton	1,137.41
Byron Paz	12,540.25	Blake Higuchi	3,253.76	Steven Foti	1,716.57	Phillip Humbel	1,083.17
Patrick Bendure	12,158.26	David Walton	3,244.21	Kurt Papenhausen	1,681.23	Mina Afu	1,059.39
Brett Gryska	10,868.91	Daniel Phares	3,234.77	Brandon Teter	1,660.76	Richard Barbour	1,055.40
Earnest Powers	10,853.90	Eric LaBossiere	3,225.59	Jason Mayer	1,650.21	Anita Facundo	1,053.88
Alberto Alcalá	9,786.42	Mark Bleier	3,202.19	Michael Black	1,606.56	Allen Nelson	1,050.35
Stephen Hill	9,206.47	David Melcher	3,182.76	Melissa Friedman	1,606.38	Mike Argersinger	1,037.66
Mitch Duplantis	9,081.29	Ryan LeBaron	3,177.10	Rory Crockford	1,594.35	Christian Vasquez	1,030.46
Pamela Ladd	8,459.67	Zeve Katz	3,124.18	Michael Boyer	1,587.27	Elaina Bosco	1,019.47
Wayne Fader	8,041.74	Arthur Greene	3,119.44	Michael McIntosh	1,579.23	Levar Morgan	1,016.03
Lawrence Hauck	8,031.34	Joseph Moore	3,025.82	Dustin Dunbar	1,572.98	LaTonya Tucker	1,015.38
David Wang	7,586.14	Volodymyr Derevyanyy	3,025.03	Patrick Stenglein	1,551.29	Rishaun English	1,013.13
Steven King	7,338.66	Mark Ziemianski	2,993.16	Clifford Mckelburg	1,516.45	Cody Novak	1,009.69
Marcus Howard	7,240.52	Craig Beck	2,969.12	Darron Hacker	1,506.23	Natalie Linker	1,007.74
Cheryl Foti	7,140.02	Richard Sprigg	2,957.11	Corey Carbon	1,481.52	Ryan Trimble	1,000.92
Laura Fisher	6,982.30	Alex Gonzales	2,928.37	Taina Lamcko	1,441.20	James May	988.80
Bobby Gujral	6,851.45	Timothy Watson	2,884.61	Jamison Weatherspoon	1,437.89	Thomas Vena	978.37
Lorenzo Lamcko	6,546.19	Samantha Chui	2,750.35	Erik Graham	1,436.43	Cynthia Romero	977.74
Rodney Ward	6,505.53	Matthew Melhorn	2,738.73	Matt Flores	1,422.64	Lee van Delft	970.21
Nicholas Zangardi	6,354.16	Mathew MacCannell	2,732.78	Bonnie Williams	1,404.53	Brendan Boyle	953.88
Sarai Castanon	6,203.18	John Collins	2,666.64	Erickson Bencosme	1,403.85	Jay Newsome	947.14
Philip Prata	6,103.60	James Aalders	2,611.03	Shaun McDonald	1,362.16	Sharon Brenner	941.64
Adam Kiss	6,078.32	Loralee Vasquez	2,600.29	Alvin Hagens	1,357.21	Sidney Hodgskiss	936.31
Jeffery Thiel	6,078.00	Bradley Weigand	2,564.88	David Guzman	1,353.94	Aaron Gebke	932.62
Tiffany Roland	5,906.17	Dawn McElwain	2,497.08	Michael Zorn	1,350.11	Edwin Cuebas	919.07
Robert Shafer	5,883.10	Antoinette Yellock	2,400.23	Marlin McKinney	1,334.47	Jason Dickson	904.58
Dorian Oldham	5,818.08	Michael Sheets	2,378.36	Thomas Baeurich	1,332.39	Curt Snow	896.93
David Hausman	5,669.50	Richard Correa	2,368.62	Evan Holzhauer	1,313.29	Brian McTear	892.84
Robert Vincent	5,578.11	Danielle Jankowski	2,327.73	Rachel Arenas	1,286.12	Aaron Burke	891.27
Kathryn Chaisson	5,543.36	Kenneth Greer	2,327.41	Thomas Craig	1,263.93	Susan Cooksey	883.37
Jermaine Gunter	5,491.88	Justin Wilson	2,279.10	Steve Surace	1,263.24	Hovhannes Ter-Martirosian	881.28
Ryan Vopat	5,473.93	Stephen Jubrey	2,208.51	Raymond Risucci	1,258.15	Gevorg Yanukyan	880.39
Timothy Matteson	5,418.33	Gregory Engrav	2,159.37	Moswen Taylor	1,256.46	Gail Arundale	873.71
John Szoka	5,245.03	James Allen	2,157.47	George Lahamedjian	1,237.11	Osei Agyeman	865.28
Sita Pereira	4,755.08	Kirk Alexander	2,153.17	Donny Bowen	1,233.91	Mark Myles	852.37
Ryan Hall	4,549.80	William Ray	2,152.52	Robert Biser	1,230.36	Cheryl Foti	852.18
Daven Hermosura	4,393.20	Marino Baca	2,111.66	Jose Harb	1,226.54	Michael Ellis	849.96
Samuel LaSala	4,267.04	Mark Beckford	2,086.56	John Sparby	1,222.47	Jayson Medema	844.81
Doreen Ryan-Foti	4,218.86	Edward Rangel	2,061.66	Andrew Brinkmeyer	1,222.24	David Garbarskiy	843.71
Desi Dimitrova	4,117.08	Steven Engrav	1,977.48	Shawn James	1,211.81	Brandon Zangaro	834.51
James Ching	4,111.93	Matthew Ho	1,960.87	Manuel Gogolin	1,206.19	Bradley Kampmeier	813.84
Michael van Delft	4,073.10	John McGrath	1,917.27	George Noujaim	1,194.32	Anthony Mutter	809.68
Michael LiBassi	4,013.60	Thomas Stewart	1,912.54	Thomas Reagan	1,184.58	Alan Silverman	801.68
David Iriye	3,992.54	Timothy Clark	1,852.64	James Isip	1,183.30	Timothy Dawe	788.39
Jason Taylor	3,967.42	Ryan Bisanz	1,842.96	Scott Hanna	1,179.92	Lynn Jones	787.87
Julianna Jones	3,757.86	David Goodman	1,799.45	James Vatert	1,175.34	James Hill	787.04
Robert J Dunn	3,713.31	Beth Snow	1,798.85	Majesta Davis	1,168.87	Dichita Warren	786.13
Yvonne Zarathustra	3,667.43	Francisco Perez	1,781.20	Alan Weissen	1,154.45	Noel Ables	778.05

Leadership Bonus

Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Tod Brown	\$764.99	Matt Pflueger	\$466.29	Karen Sessing	\$298.28
Anthony Paradiso	757.48	Maryna Danielian	462.44	Demetrius Franklin	297.12
Toafa Teo	738.75	Justin Nevitt	460.54	Shannon Donald	296.35
Derek Wiens	725.48	Harold Miner	446.18	Paulo Rosa	290.39
Tim Schroeder	721.09	Cory Liles	443.11	Carlos Yearwood	286.14
Charles Clagett	720.71	Matthew Lukesh	428.60	Charles Mickens	284.69
Jarred Sykes	718.26	Ronald Rivera	425.24	Christen Coppola	283.95
Christopher Williams	711.69	Regenia Mapson	418.84	Allan Gilbert	276.60
James Cunningham	704.19	Perry Taylor	418.07	Samuel Florent	274.18
Christopher Clark	703.68	Robert Drake	416.88	Billy Wilder	267.56
Todd O'Neill	675.21	Andrew Bishop	411.64	José Lomeli	267.30
Timothy Velky	671.62	David Aronovich	410.18	Daniel Armstrong	265.59
Robert Reagan	668.64	Jeremy Welch	410.16	Kellen Cuttance	264.20
Robert Gerdes	665.84	Benton Tong	403.02	Dart Brown	261.23
Abolfazl Mohammadi	652.95	Larry Pereira	402.94	Stacie Jones	259.81
London Burnett	649.58	Gary Van Ert	398.11	Brian Sundberg	259.33
Antonio Monica	631.69	Theresa Sanfilippo	379.96	Emmanuel Villasenor	255.01
Atta Saleh	628.54	Amy Zimmerman	379.32	Roger Fung	252.43
Johnathon Bunch	626.00	Amir Sedaghat	377.15	Ramin Maghsoud	251.80
Kimberly Bird	624.23	Dennis Titcombe	376.78	Sharnitha King	251.78
Mercedes Ayala	615.72	Martin McCarthy	375.61	Rebecca Klebsch	240.98
Tina Grzeca	615.21	Richard Blake	374.36	Seth Wasson	236.15
John Franklin	611.35	Brandon Asuka	372.23	Jennifer Wehrle	235.91
Natalie Lloyd	606.79	Clifton Horton	369.26	Adaoma Okereke	231.11
Vance Bosch	604.41	Kyriacos Davis	363.55	Sonia Marin	229.85
Brandon Braun	603.79	Michael Delahunty	362.85	Justin Oldham	229.18
Norman Candolare	602.45	Michael Yoxtheimer	358.81	Jay Meyer	227.74
Bryan Gravel	587.47	Silvia Ortiz	358.39	Eugene Wolfe	227.16
Christopher Keller	583.88	Vann Durham	353.33	Majjargal Sukhbaatar	225.53
Sara Welch	582.58	Preeti Sahgal	351.39	Athar Sheikh	224.93
Anca Susan	581.67	Vicente Alaniz	349.13	Rufat Djangirov	223.85
Rhonda Brown-Strong	578.95	Kelly McDonald	348.06	Alexander Scropian	217.41
Roger Melton	570.32	Adam Trubacz	347.30	James Hurlburt	216.68
Andrew Streiff	567.88	Catherine Cusyck	346.73	Sharonda Moses	213.20
Brittney Mathews	550.01	Brent Arbour	341.90	Andrew Belsky	211.92
Jason LaFayette	544.43	Sonny Gurney	340.71	Robert Slocum	210.92
Mickey Beaver	534.76	Elizabeth Cazares	339.91	Matthew Parker	210.35
Luay Ghawi	533.94	Calvin Moore	337.96		
Benjamin Foti	527.60	Wes Elder	335.57		
Bruce Crowell	524.27	Frank Jendusa	330.63		
Tracy Haden	521.47	Cathy Thompson	329.40		
William Buckenmeyer	520.53	Albert Lau	323.96		
Denice Copp	515.74	Ryan Neel	323.59		
Alex Grakhov	509.84	James Reilly	321.11		
Aubrey Sarreal	506.21	Tony Chu	319.73		
Melissa Losk	497.96	Anthony Theriault	315.43		
Ricardo Subero	496.94	Luis Bagundo	314.47		
Marcus Oliver	486.04	Heather Pearce	313.25		
Jackie Alston	484.74	Shiwa Hollingsworth	312.51		
Brock Graff	479.15	Jonathan Whitaker	311.83		
Michael O'Rourke	476.64	Alek Auxier	311.03		
Shaelagh Legus	472.98	Joshua Lageman	310.91		
Travis Norman	472.70	Steve Jirschele	307.73		
Cara DeFiore	471.41	Alba Wandurraga	307.43		
Christopher Jordan	470.18	Seth Raymond	300.47		
Robert Hearn	469.21	Luciana Mosca	298.32		

World's Greatest Bonus

Total: \$1,150,879.35

Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Roghie Hassanloo	\$8,808.60	Daniel Smith	\$2,570.12	Scott Remmey	\$1,900.02	Brian Morse	\$1,583.94
Karen McQuoid	6,062.63	Patrick Taylor	2,557.49	Joseph Uppliger	1,899.61	Bradley Ellison	1,583.21
Ed Olfert	5,241.85	Robert Ulreich	2,543.80	Muslimah Baldwin	1,878.85	Robert Drake	1,581.95
Tibor Simon	4,852.45	Amy Shui	2,532.92	John Ward	1,848.30	Adam Kahn	1,576.14
Randolph Souliers	4,456.56	Monique Roye	2,448.35	Russell Morris	1,847.24	Oscar Rubio	1,575.71
Timothy Cruise	4,358.94	Brandon Schwed	2,436.01	David Gombkoto	1,841.64	Steven Edgell	1,570.27
Lily Tchen	4,318.92	Tupulaga Fuaivaa	2,412.55	Mercedes Ayala	1,834.65	Barry Jacoby	1,569.14
Tehani Maragos	4,264.32	Daniel Hartwig	2,391.46	Mihaela Curtean	1,821.06	Karen Stockwell	1,561.14
Joey Kennedy	4,251.55	Gregory McMeckan	2,386.00	Theresa Setefano	1,820.02	Samson Adelufosi	1,560.47
Kevin Edwards	4,228.35	Ross Ewen	2,376.13	Ryan Goodwin	1,812.55	Jason LaFayette	1,559.50
Max Quasem	3,993.69	Derek Sandilands	2,372.58	Timothy Vizeau	1,811.13	Herbert Adams	1,556.32
Karen Sessing	3,971.07	Vera Leus	2,357.47	Mark McGuigan	1,810.77	Frank Jendusa	1,554.33
Richard Carter	3,919.69	Crystal Reeves	2,356.87	Erin Mahoney	1,807.07	Eric Zweifel	1,551.39
Erez Shabtay	3,894.41	Wendell Dingle	2,347.17	Rexford White	1,798.12	Huihann Wee	1,546.84
Bianca Zaragoza	3,843.61	Scott Hanna	2,320.98	German Viviano	1,793.03	Eliakim Diaz	1,545.69
David Moir	3,813.94	William Parmeter	2,299.77	Nacra Pomare	1,779.70	Shane Powell	1,544.24
Anthony Balsano	3,719.15	Delaunda Milner	2,291.80	Kilisimasi Sega	1,778.27	Robert Simmen	1,542.15
David Faraway	3,714.63	Nicholas Rice	2,281.06	Sonia Marin	1,771.07	Hank Gordon	1,528.57
Arthur Carter	3,680.43	Preeti Sahgal	2,276.36	David Garbarskiy	1,769.19	Robert Slocum	1,525.75
Freida Yakubov	3,614.57	Kevin Ishikane	2,241.88	Marvin Chalwe	1,762.62	John Hughes	1,522.82
Natalie Lloyd	3,530.84	Tia McCutcheon	2,197.65	Sundeeep Grewal	1,758.44	Mike Houston	1,520.51
Joy Horcajo	3,373.10	Marisa Willgruber	2,196.09	James Cummings	1,755.37	Douglas Connor	1,512.58
Lafi Papalii	3,372.56	Travis Eick	2,195.43	Jesus Gonzalez	1,754.04	Makerita Boon	1,507.64
Gilbert Pollock	3,264.60	Mario Chavez	2,177.27	Kenneth Greer	1,748.69	Holly Cook	1,506.36
Mary Ann Gaelic	3,261.37	Amanda Beyersdorff	2,167.04	Kevin Silverling	1,742.89	Cbyrd Lucas	1,499.48
Peggy Winston	3,209.87	Dawn McElwain	2,166.97	Manuel Gogolin	1,735.25	Craius Bartley	1,496.59
Anne Powihongi	3,185.68	Todd O'Neill	2,156.48	Christopher Lewis	1,731.61	Jewmekia Morton	1,491.97
Gary M Jones	3,171.09	Omar Hashimi	2,130.44	Evelyn Nkwenti	1,728.57	Benjamin Mancillas	1,489.04
Jose Harb	3,150.38	Brian Sundberg	2,117.35	Andrew Brinkmeyer	1,724.47	Rebecca Sine	1,485.85
Ryan Leong	3,135.49	Joshua Richmond	2,115.29	Herivelto Pereira	1,714.64	Walter Powell	1,484.87
Troy Plummer	3,074.96	Samantha Chui	2,111.38	Eric Pitt	1,709.91	Kevin Davis	1,471.92
Cassandra Gordon	3,051.07	Jason Schrimsher	2,105.69	Maryam Nemati	1,709.76	David Aronovich	1,470.32
Brian Jensen	3,024.19	Matthew Skinner	2,105.05	Amy Buskas	1,709.38	Roger Weisman	1,458.46
Brock Lampee	3,021.38	Joseph Tarricone	2,099.46	Marcus Oliver	1,705.58	Drew Johnson	1,451.86
Kevin Appasamy	2,979.76	Jay Newsome	2,086.77	Autrina Shepherd	1,678.39	Michael Perkins	1,450.59
Andrew Reynard	2,975.42	Elvis O'Banor	2,085.04	Nathan Leininger	1,677.89	Paul Johnson	1,442.26
Helen Taylor	2,954.93	Benjamin Eggen	2,084.17	Maria Esposito	1,660.23	Rita Earl	1,440.06
Theresa Bellajaro	2,950.50	Krista Thieme	2,078.15	Vicki Tumia	1,647.32	Diane Carrion	1,434.91
Jefonda Neal	2,930.99	Ruber Soberanes	2,065.73	Casey Larson	1,646.76	Atta Saleh	1,434.38
Chantal Daigle	2,911.82	Kurt Walters	2,053.79	Ryan Forster	1,638.17	Jeffrey Rice	1,424.10
Ning Huang	2,870.18	Kiran Aya	2,038.77	Adrena McCreary	1,637.50	Michal Majewski	1,413.96
Rose Deacy	2,864.64	Joseph Kuzmanko	2,023.58	Steven Sparkes	1,633.83	Jaime Rozotto	1,413.39
Paramjit Sangha	2,833.69	John Sparby	1,993.17	Terris Terry	1,631.07	Javier Sandoval	1,400.70
Timothy Nolan	2,755.12	Kelly McDonald	1,977.29	Ilona Patterson	1,629.53	Yang Wang	1,400.22
Kevin Haines	2,730.93	Judy Kellerman	1,962.78	Jamie Rutan	1,623.01	Patricia Anderson	1,387.43
Ben Halali	2,724.15	Robert Hlavin	1,961.03	Samantha Jacobsen	1,614.68	David Fortune	1,384.96
Ernesto Magat	2,715.98	Norman Lew	1,959.13	Robert Dunn	1,613.20	Edwin Cuebas	1,384.81
Raymond Angeles	2,699.33	Dustin Dunlap	1,952.20	Frank Carpenter	1,612.56	Steve Jirschele	1,381.95
Gregory Hayman	2,693.49	Carmella Stroud	1,928.09	Donna Carson	1,607.08	Sharon Brenner	1,379.21
Jesse Wise	2,676.76	Mark Harhager	1,927.55	Brandi Brown	1,604.65	Iryna Sushkova	1,372.83
James Raymond	2,664.76	Steven Stensrud	1,923.57	Gordon Langlois	1,603.45	Chad Neff	1,369.47
Donald Wold	2,650.36	Bradley Kampmeier	1,922.86	Seth Raymond	1,600.93	Cynthia Sittig	1,366.39
Michael Cook	2,649.42	Benjamin VanFossen	1,922.75	Seymore Stoddart	1,595.61	Ronald Rivera	1,363.15
Al-Karim Walji	2,625.45	Marc Younger	1,918.62	Elise Haley	1,595.02	Justin Germany	1,355.16
Daniel Potilechio	2,572.70	Alex Hernandez	1,902.77	Peter Patric	1,594.35	Salvatore Gallo	1,354.25

World's Greatest Bonus



Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Norman Candelore	\$1,349.79	Crystal Mestres	\$1,198.66	Derrick Mason	\$1,078.11	David Bartell	\$937.41
Steven Thompson	1,348.18	Suzanne Otto	1,198.26	Angeles Ordas	1,072.15	Tessa Betz	934.75
Lamine Diakhate	1,343.16	Laurel Garza	1,195.32	Evan Wicklund	1,068.58	Amelia Dillard	934.33
Sakeasi Ratumaiyalc	1,340.09	Harry Lanham	1,185.63	Nedelka McLean	1,064.71	Kimberly Riley	932.01
Natalie Bryson	1,337.90	Nellie Whittaker	1,185.46	Michael Bruinix	1,064.49	Justin Wilson	929.77
David Cassidy	1,336.40	Moncef Boudhaimi	1,184.75	John Tippet	1,064.36	Bernardo Lopez	929.32
Robert Reagan	1,333.36	Francois Beaini	1,183.34	Christopher Achey	1,062.16	Samantha Sanchez	929.15
Mickenzie Linse	1,333.33	Muriel Fletcher	1,182.16	Colleen Goodine	1,059.23	Trevor Sirois	927.61
Leone Tom-James	1,333.03	Ricardo Garavito	1,181.71	Jonathan Whitaker	1,057.10	Kristi Vang	926.27
Ala Awad	1,328.90	Casey Kunash	1,181.16	Clifton Horton	1,056.07	Jackie Alston	925.85
Augustine Facundo	1,327.32	Tasha Tucker	1,178.69	Charene Reyes	1,052.88	Christa Barfield	919.99
Sau McFarland-Afoa	1,325.07	Ryan Barker	1,177.53	Hyungjun Kae	1,052.74	Michael Camara	916.58
Travis Norman	1,322.19	Alex Felix	1,177.52	Elizabeth Pousima	1,052.40	Adam Scriver	915.87
Brent Leathers	1,318.35	James Schneider	1,171.48	Joseph Lugo	1,050.98	Nitiya Brown	915.71
Brian Allt	1,313.88	Amber Wallace	1,170.38	Sarah Pearson	1,050.92	Magda Figueiredo	910.84
Abolfazl Mohammadi	1,310.59	Lily Bernal-Mercado	1,169.58	John Fordham	1,040.44	Bonnie Williams	908.88
Evan Dent	1,306.87	Lima Drysdale	1,168.88	Karen Gagarin	1,040.42	Eric Cister	908.38
Calvin Moore	1,302.70	Terry Kragero	1,168.51	Katsia Paul	1,038.32	Patrick McGonigle	904.03
Christopher Custer	1,296.49	Alex Gonzales	1,168.47	Mitchell Phillis	1,037.70	Neal Dickey	901.00
Jessica Santamarina	1,296.07	Pamela Smith	1,168.41	Katie Elder	1,033.52	Darren Osenbaugh	897.38
Andrew Queen	1,295.52	Michael Antognoli	1,166.97	Jamison Weatherspoon	1,031.77	Matthew Zeilhofer	896.29
Kristin Garramone-Hager	1,295.29	Beau Springer	1,165.77	Craig Kitchner	1,029.48	Robert Gray	895.86
Lorena Barriere	1,294.62	I-Perfection Harris	1,160.52	Joseph Roszman	1,022.98	Luay Ghawi	895.62
Barbara Stillwell	1,293.68	Matthew Thomas	1,160.28	Dawn Androyna	1,020.21	German Pena	894.29
Sharif Grays	1,292.90	Salima Abdin	1,160.13	Ronald Starr	1,019.14	Bruce Crowell	893.43
Richard Lutz	1,290.54	Renec Anderson	1,155.58	Jun Ma	1,019.04	Jera Culbert	893.20
Dustin Dunbar	1,288.02	Stacie Jones	1,154.82	Rigoberto Pedroza	1,009.81	Kyle Klipp	893.19
Anthony Theriault	1,287.04	Brandon Davis	1,154.62	Jason Lobring	1,008.52	Zach Luhr	893.19
James Erickson	1,286.91	Daniel Umbertone	1,152.05	Humberto Quintero	1,004.21	Corrie Williams	890.24
Natalie Soboleva	1,286.83	LeTasha Truesdale-Pough	1,150.47	Joshua Holley	998.48	Maria Greene	887.04
Ariana Schubert	1,286.29	Theodore Fawcett	1,147.33	Juanita Pittman	989.01	Catherine Cusyck	884.28
Rosalie Zwicker	1,284.09	Travis Vandeberghe	1,146.15	Jeff James	986.12	Mark Beckford	883.52
Stephanie Belizaire	1,280.03	Cleveland Reid	1,145.44	Eugene Wolfe	986.01	Michael McCoy	882.64
Brent Arbour	1,277.35	Louis Gilmore	1,145.36	Samuela Matelau	984.68	Jacqueline Kabuyen-Mitchel	882.46
John Brandon	1,277.01	William Collins	1,143.24	Jose Valles-Lopez	984.19	Mabelyn Rojas	879.09
Gordon Mooc	1,276.45	Danny Mayorga	1,142.51	Christopher Cummings	981.96	Ifeanyi Ohalet	878.81
Joaquin Santos	1,275.95	Brenda Hockensmith	1,139.20	Nicholas Wolle	980.90	Joshua Atwood	878.14
Ramin Maghsoud	1,264.12	Shawn Nowak	1,138.37	Scott Florin	980.41	John Nesbitt	876.40
Michael Graham	1,263.60	Thomas VanOsdol	1,133.91	Alfred Brenner	980.10	Jonathan Cochran	870.42
Henry Getty	1,260.82	Jarred Sykes	1,133.63	Kevin MacKinnon	977.18	Pierre Valiquette	870.02
Caleb Douce	1,259.70	Anthony Mutter	1,132.89	Shannon Andrews	977.08	Melinda-Rae Lyse	869.93
Steven Johnson	1,259.49	Michael Mandella	1,131.42	Steven Rotherforth	975.27	Jennifer Duke	860.57
Jason Crenshaw	1,256.27	Taneshia Solomon	1,131.07	Carlos Hernandez	973.54	Michael Carter	860.25
Salvatore Pennisi	1,240.80	Juan Cardona	1,131.06	William Heath	972.43	Yeni Losano	857.11
Tammy Schroeder	1,239.79	Jacqueline Reim	1,130.00	Amy Zimmerman	964.99	Erickson Bencosme	856.80
Lee Jeffers	1,237.85	Gabriel Feldmann	1,125.29	Gregory Gustovich	964.00	Bianca Callender	856.50
Amir Sedaghat	1,236.39	Andrea Barenholtz	1,124.23	John Farley	962.47	Anthony Paradiso	855.77
Christopher Rossman	1,235.44	Nicholas Bloom	1,113.41	Dart Brown	960.43	Stephen Cook	855.55
Nathanael Frederick	1,234.21	Chad Lewis	1,110.92	Denice Copp	958.53	Ahmed Karkoura	849.80
Jonathan Tomko	1,229.32	Erin Moyer	1,110.62	Stephane Masyn	958.19	James May	846.74
Lisa Kahan	1,224.07	Sarah Tinkham	1,106.28	Luciana Mosca	957.62	Dustin Kiss	846.14
Derek Resch	1,224.05	Ryan Clark	1,100.38	Evan Venturella	950.61	Suani Tonumaalii	844.07
Ulysees Moore	1,218.49	Brenden Chun	1,099.78	Juan Morales	950.42	Justin Huebner	843.72
Louis Fani	1,214.97	Jean Michelle Hardee	1,099.00	Francis Andrews	950.29	Joseph Hemsley	843.41
Fritzel Octave	1,214.43	Chelsey Pickett	1,096.42	Andrew Hebbert	949.59	Steven Valeo	843.24
Lelia Lewis	1,213.69	Paul Kagarise	1,095.60	Ashtyn Campbell	949.02	Haoyu Xu	841.12
Dustin LaRoche	1,213.33	Samuel Florent	1,095.13	Arlington Lawrence	948.25	Kenneth Madden	840.93
Theresa Sanfilippo	1,210.93	Nichole Turner	1,094.18	Travis Rasso	946.17	Regina Stingley	836.85
Ward Soto	1,205.05	Kraig Jilge	1,092.39	Ronald Berube	945.54	Phillip Jenkins	835.37
Eunsook Kang	1,201.93	Allen Nelson	1,085.79	Kellen Cuttance	942.98	Eli Pierce	832.16
Shelley Meyer	1,200.29	Paul Samra	1,080.91	Caleb Lawson	942.28	Lucila Nicot-Montalvo	831.44
Alba Wandurraga	1,199.44	Waylon Jimmy	1,080.12	Vicente Alaniz	938.19	Matthew Parker	826.02

World's Greatest Bonus



Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Lori Sellers	\$823.43	Faith Philbeck	\$738.11	Kenneth Randolph	\$659.48	Philip Currie	\$590.12
Robert Hewitt	821.32	Taryn Slavens	737.10	Norbert Medina	659.32	Willie Hayden	589.48
Victor Rodos	820.52	Hector Urena	737.07	William Reed	656.64	Earnest Loveless	589.37
Duron Williams	820.52	Milika Finau	736.61	John Partridge	654.93	Eileen Curtis	588.33
James Larkin	819.69	Candace Engelson	736.38	Kai Takekawa	654.87	Cole Cronin	587.60
Sean Dignan	819.44	Dayan Solis	733.33	Johan Henriksbo	654.48	Emil Mohareb	585.45
Diana McNair	818.27	Margo Barathy	732.60	Denise Tagalao	653.90	LaTonya Jeffries	584.79
Eric Angelino	818.09	Brandon Zangaro	732.53	Arlista Llewellyn	653.63	Adam Wolfe	584.30
Michael Yoxtheimer	816.76	Otari Batar	730.63	Diego Acosta	653.56	Scott Glynn	582.72
Alisa Bell	815.96	Brian Durham	730.02	Bedis Kilani	652.63	Cesar McClain	582.40
Haylee Faustin	814.19	Douglas Grigg	727.91	Todd Engelson	652.51	Leonard Brooks	581.41
Hsiaohsuan Li	812.72	Adelfa Parinas	727.69	Robert Williams	652.43	Tony Motley	578.35
Amie Young	809.42	Jake Yagjian	724.73	Joshua Soucy	652.40	Jinzhou Zhao	574.93
Benjamin Diewold	803.60	Beth Snow	721.24	Brian Westfall	652.02	Daryl Skinner	573.85
Gregory Myers	800.88	Benjamin Baker	720.95	Lirita Brown	650.15	Ryan O'Donnell	573.68
Scott Kim	796.61	Steven Lucero	720.58	Joseph Larsen	649.84	Edward Jordan	569.73
Joshua Toft	792.49	Cynthia Romero	719.90	Joseph Geer	649.33	Jeremy Engrav	566.63
Gregory Easley	791.86	Thomas Tulowiecki	719.46	James Ceide	648.33	Scott Pearce	565.48
Eli McKenzie	791.51	Anne Debski	719.17	Paul Abeling	647.50	Brian Hablutzel	565.40
Sheku Sheriff	791.41	Alissa Dvorak-Halcom	718.56	Sarfulah Stewart	645.46	Clifford Mekelburg	564.30
Hallvardur Thorsson	791.03	Kevin Astala	718.55	Mario Hernandez	644.32	Michael Rome	560.32
Meredith Divita	790.70	Caroline Schurter	717.46	Mark Bostwick	643.80	Jimmie Flakes	558.44
Heather Cimino	789.78	Andre Bishop	716.50	Christopher Edwards	643.37	Joyce Krumm	558.10
Amy Stahlecker	786.13	Osei Agyeman	713.92	Ali Morgan	642.20	Frank Soldo	555.95
Kevin Holtz	785.96	Charles Wachuku	713.24	Aaron Stroud	640.01	Bernard Oliphant	555.61
Tammy Zagata	782.03	David Rollinger	709.75	Lynn Jones	637.88	Shariff Herndon	555.29
Preston Foster	782.00	Alan Rosen	708.99	Arnold Pacleb	633.93	David Saez	555.20
Luis Pagan	781.59	Marsela Kresic	708.12	Brandi Joseph	633.91	Sarah Miller	553.84
Richard Dinwiddie	779.68	David Mellies	707.52	Adam Smith	633.20	Ivoni Amato	552.66
Jeffrey Jacobsen	777.63	Andrew Bishop	705.77	Billy Wilder	632.51	Diana Casillas	551.86
Pamela Ladd	772.13	Kasimira Joyce	705.13	Peter Chan	631.21	Tracey Hinton	551.69
Kevin Richard	770.99	Mark Meyers	703.70	Sarah Sweeney	627.93	Richard Woody	549.08
Perry Taylor	770.22	Jack Wang	703.50	David Pennington	626.15	Uvaldo Mendoza	548.73
Christopher Brooks	769.76	Duane Robertson	702.43	Kassaundra Hofstetter	623.84	Tyler Hobbs	546.61
Brandon Plair	769.55	Melvin Norris	701.73	Sheila Murphy	622.32	Moustafa Makhmoud	546.08
Brock Graff	769.44	Richard Duskey	701.44	Timothy Keene	620.86	Ryan Mockler	546.02
Luke Driscoll	768.06	Dana Dallis	701.14	James Conley	620.50	Vance Bosch	543.41
Jamie Zeigler	765.76	Toafa Teo	700.60	Joshua Brown	619.85	Julia Lutgen	542.94
Helen Papazyan	765.75	Josh Sablan	700.25	Shon Freeman	611.85	Melissa Schroeder	542.45
Cory Friedman	765.69	Eric Bindner	695.33	Nancy Crampton-Brophy	608.99	Delphina Livorsi	541.74
Jose Lopes	764.44	Nancy Myers	695.06	Zulfikar Bhukera	606.33	Joseph Gentile	540.16
Ghina Malaney	763.76	Martin Skedel	690.54	Luke Montilla	605.33	Cara DeFiore	538.86
Clayton Giffin	762.19	Christopher Williams	690.03	Roger Nicol	604.64	Clayton Menezes	538.79
Joshua Lageman	760.92	Thomas Broomfield	689.38	Raymond Risucci	603.21	Nicholas Moakley	538.60
Stephen Jubrey	758.88	Sarah Herrington	687.50	Raul Castaneda	602.85	Maryna Danielian	537.92
Linda Byas	758.08	Miles Taylor	686.26	Michelle Hoffman	602.26	Patrick Leung	536.73
Juan Acevedo	757.77	Jeremy Paisley	686.13	Seth Holmberg	602.11	Brookalyn Stillwagon	536.58
Daniel Heinecke	756.90	Carlos Ortiz	685.37	Chena Blair	601.23	Lee van Delft	535.12
Juan Cordoba	756.57	Tommy Penson	682.65	Christopher Babel	600.72	Ashleigh Love	534.03
Anthony Meola	756.18	Brenton Betts	682.61	Rashelle Nugent-Smith	600.32	Ramatoulaye Ly	533.53
Dmitriy Kagan	754.58	Gregory Perdriel	680.89	Benton Tong	597.88	Natalya Kashevskaya	533.41
Sabrina Owens	750.36	Matthew Tullis	678.64	Christopher Nickerson	597.51	Danielle Catino	531.35
Antonio Evans	749.36	Dion Elie	677.83	Gregory Holloway	596.52	Vanessa Clark	530.54
Pamela Smith	746.05	Shannon Donald	673.84	Maureen Martinez	595.39	Johnathon Ellington	528.57
Robert Biser	745.81	Philip Anderson	672.86	Ronald Barren-Williams	595.09	Rory Crockford	528.42
Raphael Bouchereau	745.12	Larry Malitz	671.21	John Mattingly	594.22	Lyle Feldpausch	528.24
Timothy Peters	744.51	Corby Jespersion	667.79	Michael Manosca	593.90	David Ingram	527.97
Michael Nadel	743.53	Ryan Richmond	667.31	Larry Adebessin	593.63	Irakli Dolidze	525.92
Jonathan Unger	742.16	Frederick Greene	666.88	Ashley Way	593.30	Tyler Murray	525.71
Keith Litterst	742.09	Gail Boffi	666.67	German Rocha	592.82	Stacey Purdy	523.54
Shaugh Legus	740.81	Cynthia Wilwayco	664.84	Mitzi McArthur	592.24	Renata Szwab	523.14
Mark Clark	740.48	Regina Neal	660.04	Raemona Winningham	591.60	John Keiderling	522.31

World's Greatest Bonus



Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Victoria Wnek	\$520.09	Lorena Prieto	\$464.60	Jamie Losado	\$413.35	Michael Delahunty	\$356.22
Brent Morrissey	519.94	Lawrence Adams	464.55	Cole Feist	413.03	Josh Killian	355.52
Ralph Lawton	517.85	Andrew Cauley	464.34	Catherine Luke	412.37	Sheila Karch	352.94
Silvia Ortiz	517.34	Matthew Glisson	464.21	Joseph Narcisi	410.32	Sarah Cleveland	351.39
Aaron Haskins	517.11	Jose Tavera	463.47	Lawrence Broniszewski	409.58	James Mournahan	351.38
Donnell Bailey	515.46	Summayyah Muhammad	463.35	Craig Adams	409.44	Danielle Anderson	351.01
Jorell Washington	515.37	Colleen Fisher	460.29	James Hurlburt	408.91	Lindsay Waddell	350.35
Michael Bromberg	515.03	Maureen Karnow	459.33	Loralee Vasquez	408.84	Danielle Jankowski	350.29
Amy Watkins	514.64	Hilda Ames	458.97	Bryant McAllister	407.25	Earle Harris	348.84
Douglas Bauknecht	510.89	Mike Hudnall	458.61	Juan Montufar	407.18	Eric Cochran	347.87
Rebekah Poole	510.69	James Burke	458.06	Jason Young	405.97	Nancy Shoemaker	347.77
Yssouf Kamagate	510.24	Kevin Walsh	456.70	Ricky Bryant	404.01	Jeffrey Dugan	346.71
Kurt Papenhausen	506.95	Anca Susan	456.29	Michael Perez	403.31	Milligan Hinson	346.50
Thomas Shreve	506.46	Sarah Law	456.01	Sharnitha King	403.24	Evita DeLaRosa	346.44
William Lymber	503.40	Stephanie Novel	455.63	Andy Chong	402.40	Jennifer Kotila	344.40
Patrice Reid	502.44	Christopher Dordea	455.29	Anthony McDaniels	402.04	Bert Feldman	343.64
Carl Rudd	501.12	Shermeka Richards	455.20	Ini Augustin-Eakpan	399.18	Jared Miller	342.57
Alfonso Garcia	500.56	Maijargal Sukbaatar	454.89	Andrea Evans	398.91	Chaquita Darden	341.48
Sean Lacroix	500.23	Ryan Neel	454.02	Erika Martin-delCampo	397.99	Elaina Bosco	341.48
Justin Jonsdottir	499.80	Michael Weeder	452.11	Johnathon Bunch	397.92	Preston Wade	341.31
Alexandria Smith	498.84	Eric Bridges	447.93	Kathryn Harrat	397.08	Brian Schug	340.90
Jessica Lastimosa	497.90	Tuyet Dang	447.85	Lance Self	397.02	Dorine Fontaine	340.59
Michael Brown	497.28	Iliana Williams	443.82	Laurie Quinn	396.04	Larry Bolinske	338.81
Twila Hardy	495.88	Nestor Peralta	442.93	Sonya Millerray	394.95	Carlos Chavez	338.66
Demetria Holmes	495.69	Michael Jones	442.76	Janice Park	394.73	Branden Brooks	338.56
Daniel Jones	495.62	Nicholas Grandominico	442.70	Mickey Beaver	393.80	Ryan Tucker	338.20
James Reilly	494.74	Carmen Robinson	441.90	James Brenneis	392.91	Patricia Lee	336.31
Brendon Banks	494.62	Travis Takahashi	439.79	Robert Lopez	392.24	Michael Lockhart	335.60
Shasta Doty	493.99	Bryan Shaffer	439.64	Allison Bankowski	392.11	Eugenio Pavon	335.38
Tony Chu	493.85	Vasil Ranchinskiy	438.74	Kelvin McDiarmid	391.44	Ira Lewkowicz	335.15
Ryan Conley	492.55	Evanne Hull	438.48	Dennis Logan	390.92	Teresa Butolph	335.14
John Serrano	489.25	Michael Padilla	437.82	Brett Stephens	390.45	Antoinette Bradfield	334.36
Leila Newman	488.55	LaToya Richardson	436.78	Jerry Williams	390.39	John Franklin	334.17
Katrina Poloaweir	488.22	Aileen Correa	435.41	Keith Johnson	388.48	Antonio Lunato	333.36
Keziah Low	487.11	James McCarthy	433.64	Cynthia Wilhelmi	386.93	Adrian Moye	332.16
Levaai Tanielu	486.57	Lydia Hartounian	433.24	Robert Barzyk	386.38	Tanya Golovanoff	331.82
Almir Toska	486.22	Sean Moore	432.63	Shaun Williams	384.54	Matt Leonard	331.66
Michelle Vanoy-Warner	485.92	Jonathan Tucker	431.42	Eric Brumbaugh	382.21	Julie Angle	331.38
Matthew Cartwright	485.92	Jennifer Holliday	430.97	Geoffrey Bowers	379.84	Mark Peltz	330.47
Todd Prior	485.88	Brody Brewster	430.30	Larry Pereiro	379.00	Angela Chambers	329.48
Ngoc Nguyen	485.65	Rufat Djangirov	430.20	Jason Brown	378.05	Linh Phanroy	328.79
Shellene Stephens	484.49	Franlisa Williams	429.86	Neville Shahukar	376.72	Tawanda Ward	328.68
Philip Abramovitz	484.36	Patrick Parisi	429.69	Sarah Jones	376.48	Mark Bleier	328.66
Jerrell Johnson	480.82	Andrea Yee	427.20	Philip Bonnet	374.62	Philip Even	327.85
Columba Perez	480.14	Christopher Benigni	427.13	Marc Coulter	372.76	Regina Knieser	327.04
Nicholas Phair	479.97	Lori Simpson	425.49	Jenna Blank	370.56	Marcus Slayton	326.49
Ericson Caneso	477.27	Jevon Butler	425.08	Javier Lopez	370.19	Matt Flores	326.44
Sophia Szeto	476.65	Nikia Lunn	424.55	Gregory Corrigan	369.86	Kevin Rendon	326.29
Alexander Scott	476.14	Michael Rice	424.18	Oscar Polonio	368.63	Gleb Ostrowsky	326.24
Israel Johnson	473.71	Melissa Losk	423.25	John Charlton	367.25	Douglas Scheffler	326.01
John Cochran	473.64	Brad Thomas	421.69	Katherine Georgiou	367.02	Joshua Cotner	325.50
Kuuiipo Wilhelm	472.38	Hamberto Galan	421.66	Valrie Joyner	366.69	Thomas McGarry	325.35
Triona Hanley	471.52	Joshua Abbott	421.09	Wendell Ottley	365.87	Michael Ellis	323.34
James Johnson	470.22	Matthew Nereng	420.89	Timothy Dawe	365.82	Beverly Berghthold	323.30
Princess Vaughan	469.99	Diego Arango-Puerta	420.05	Anthony Coleman	365.81	Jeffrey Hagan	323.22
Jason Bratin	469.84	Patrick Raviola	417.62	Elizabeth Cazares	365.54	Wayne Green	320.97
Jamie Winkler	468.61	Jason Beyer	417.09	Leon Thompson	365.16	Edwina Taft	320.79
Dan Pinschmidt	467.90	Carol Roark	416.48	Sadie Gallegos	364.10	Stephen Fowler	319.46
Erin Ralph	467.36	Matthew Court	416.35	Charles Hutchins	362.10	Thomas Vena	318.31
Robert Hamilton	466.17	Catherine Sanoubane	414.45	Allan Shapiro	359.55	Abel Alatorre	318.14
Pauline Ruff	464.75	Chad Zalunardo	414.20	Siulolovao Kafoika	359.37	Joshua Stankovich	317.48
Nasser Alvarado	464.69	Daniel Armstrong	414.00	Michael Rivera	357.69	Ralph Travis	316.67

World's Greatest Bonus



Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Regenia Mapson	\$316.59	Julia-McKenzie Goldsmith	\$280.22	Roshelle Ruffin	\$246.15	Thomas Dugan	\$218.55
Brenda Anderson	316.14	Romaro Crowder	279.79	Michael Alvarez	245.41	Rhelda Allen	218.42
Angela Pisciotta-Perez	315.31	Maryna Mushlovina	279.71	Chelsey McLean	241.86	Joseph Hope	218.31
Andrew Gallegos	315.08	Martin McCarthy	279.67	Debbie Romero	240.46	Thomas Caplet	218.17
Stephanos Afa	315.04	Julie Haryono	278.75	Jose Sanchez	239.95	Allison Roy	218.00
Julie Hallgren	313.58	Sharity Saia	278.31	Nolan Vannucci	238.75	Fotios Touroutoutoudis	217.71
Corazon Marata	313.54	Rachel Deiter	278.14	Kevin Ward	238.74	Leah Courtright	217.48
Ryan Vopat	312.14	Taunza Adams	278.11	Anthony Mele	238.69	Milton Smith	216.60
Brandon Braun	312.12	Stephen Bendure	276.21	Justin Christiansen	238.58	Daniel Burnell	214.92
Peter Soybel	310.84	Robert Greer	274.00	Mitchell Look	238.37	Robert Granzow	214.78
Michael Yassa	310.47	James Kelly	273.82	Justin Speakman	237.83	Frances Brown	214.57
Emilia Benavidez	309.35	Brian Campbell	273.81	Jenny Sample	236.97	Christopher Keller	213.98
Daniel Rustad	308.54	Jesse Lawson	272.80	Dennard Wallace	236.68	Samuel Tafoya	213.12
Ted Schilling	308.14	Claudia Baba	271.20	Byron Paz	236.65	Erick Hernandez	212.04
Frank Mangus	308.10	Jordan Crumb	269.46	Dennis Whitehead	236.14	James Bliefnick	212.00
Richard DiPaolo	307.95	Darrien Beal	268.02	William McCray	236.05	Tyler Horning	211.97
Leticia Carranza	307.77	Jeff Lamar	267.80	John Fant	235.62	William Coyle	211.33
Alexander Scropian	307.38	Adam Collard	266.61	Kristin Bate	235.41	Daniel Valenzuela	211.23
Jude Johnson	306.72	John Pagano	266.19	Robert Chesbrough	235.24	Jacqie Williams-Mitter	210.88
Jerry Kust	305.40	Dustin Lamborn	265.85	Gregory Kono	235.19	Michael Romeo	210.40
Debra Washington	305.05	Cory Liles	264.54	Scott Campbell	234.81	Jessica Fernandez	210.38
Courtney Townsend	304.35	Charles Clagett	264.08	Shaun McDonald	234.47	Mary Artis	210.26
Curtis Visser	304.07	Scott Davis	263.87	Timothy Watson	234.22	Tracy Little	209.65
Mara Solis	303.79	Levar Morgan	263.42	Eric Williams	233.96	Heather Pearce	209.61
Darrin Chapman	303.72	Corey Neff	263.40	Tim Schroeder	233.49	David Goodman	209.23
Matthew Staples	302.56	Coretha Montouth	263.39	Mickey Flinn	233.12	Jason Duty	208.93
Justin Nevitt	302.48	Adam Graf	263.39	Mary Ann Hoffman	232.68	Jose Lomeli	208.36
Selena Thammasen	301.93	Richard Cortez	263.09	Kali Queen	232.32	Adam Knudsen	208.24
Gabriel Manzo	300.36	Jason Miller	263.04	Olga Dankovtsev	232.08	Kristyn Montralto	206.53
Emperess Hall	297.64	Adam Montgomery	262.65	Andrew Gursky	232.08	Robert Bell	206.31
Jes Bradshaw	296.43	James Palmes	262.06	Alan Russell	231.88	Deborah Darnell	205.50
Rhonda Brown-Strong	296.42	Brandon Asuka	261.73	Kingsley Reid	231.71	Mari Shipp	205.21
David Ackerman	295.64	Andrew Haskins	260.65	William Kwok	231.60	Gina Wilson	205.06
Matthew Wilhelmi	295.57	Reynaldo Barcia	260.36	Alexander Maukonen	231.24	Chanel Mendoza	204.76
Reginald Patrick	295.40	Bill Strain	259.78	Harold Miner	230.65	Eric Miller	204.42
Thomas Moore	295.11	Bruce Andrews	259.74	Kanaka Sastry	230.43	Rhonda Shaffer	204.38
Audrey DeLoach	294.55	Miles Ryan	259.68	Douglas Meador	230.31	Carlo Bonifazi	204.08
Mildred Rush	293.41	Julie Wells	259.60	Amy Genty	229.65	Joseph Serrano	203.94
Joshua Bagi	293.33	Estela Rodriguez	259.41	Laura Maurillo	229.60	Charles McDonald	202.43
Rickie Sasser	292.16	George Sturge	258.86	Schuyler Frazier	228.69	Damien Cannaday	202.17
Russell Cheek	291.60	Robert Avent	258.45	Beverly Villa	228.64	Walter Waddler	201.83
Kevin Kilimnik	291.56	Robert Dalton	257.46	Michael Vasu	228.15	Joan Giron	200.92
Sunny Andrews	291.10	Michelle Rinaldi	256.25	Denise Hoyt	227.79	Debra Bell	200.86
Melody Foy	291.06	Dustin Henderscheid	256.00	Charles McGraw	227.42	Kathleen Unitas	200.22
Aaron Cahill	290.00	Jon Egan	255.32	Luis Rodriguez	226.30		
Susan Cohen	289.87	Wenc; Hernandez	254.89	David Harrington	226.14		
Tina Grzeca	289.66	Joshua Gaines	254.56	Amandeep Kaur	225.22		
Peter Kaplanis	289.12	Laura DiPietro	254.41	Christy Starr	225.02		
Danny Cook	289.12	Paul Chance	253.59	Ramon Herrera	224.37		
Steven Giori	288.64	Rebecca Farnsworth	253.55	Jay Meyer	224.01		
Romel Moore	288.61	Jo Karr	252.91	Alfredo Salazar	222.36		
Aaron Latham	288.12	Elizabeth Hodgson	252.03	Kevin Burton	222.30		
Erica Holderman	288.10	Carlos Martinez	251.86	Seth Petrie	221.37		
Odena Armstrong	287.74	Jacky Pipkin	251.80	Cheryl McLean	221.33		
Jason Anderson	286.77	Toni Cousin	251.08	Patrick Robitaille	221.12		
Ryan Nishio	285.76	Carl Brown	250.26	Heather Hewitt	220.58		
Michael Thomas	285.72	Carla MacGregor	249.71	Samantha Yacovetta	220.32		
James Griffith	282.96	Heather McConnell	248.28	Raymond Lau	219.52		
Shawn Yarbrough	282.73	Thomas Parker	248.19	Patricio Mamaclay	219.27		
Emily James	282.29	Craig Beck	247.49	Latisa Kemp	219.24		
Jennifer Bradley	281.60	Stephanie Holland	247.43	Travis Miller	218.77		
Thomas Roberts	280.55	Janice Dixon	246.22	Anel Fernandez	218.57		

Reinstatement Bonus

Total: \$31,611.90

Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
David Jackson	\$2,931.93	Patrice Wise	\$619.43	Max Quasem	\$405.09	Rosemary Fleming	\$268.70
Lawrence Dennis	1,646.73	Ryan Tucker	607.41	Hank Gordon	386.94	Lorena Barriere	265.59
James Larkin	1,466.73	Craig Byer	590.40	Katherine Fallon	377.24	Thomas Reagan	264.18
Henry Getty	1,391.84	Allan Gilbert	546.06	Philip Sanabria	351.09	Salvatore Giacchi	257.13
Sami Mogannam	906.55	Francisco Zarathustra	525.03	Benton Tong	341.55	Timothy Dawe	487.29
Arthur Westergren	896.22	Elvis O'Banor	471.00	Lily Tchen	315.45	Abolfazl Mohammadi	233.25
Jason Young	874.41	Carlo Bonifazi	451.20	Adrienne Terry	300.60	Charmese Ware	231.72
Lance Martin	868.92	Alan Weissen	442.74	Jean Michell Hardee	293.94	Olaf Johnson	223.92
David Ackerman	720.57	Ghina Malaney	437.21	Earnest Loveless	286.71	Jason Beyer	223.26
Heidy Morataya	714.15	Harjeet Rana	416.81	John Bulecza	281.25	Moswen Taylor	203.58
David Wang	666.60	Marvin Sims	408.27	Jera Culbert	275.01	Gordon Mooc	202.26
Salvatore Pennisi	629.01	Raphael Bouchereau	406.44	Erin Neal	273.19		

*All qualifiers listed achieved at least \$200 in bonus totals

Public Relations Bonus

Total: \$55,883.90

Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Robin Andrade	\$6,659.36	Linda Stadler	\$1,474.75	Mario Soljan	\$661.50	Leo VanDenBussche	\$241.68
Amanda Mlinaz	4,730.00	Alexis Mathis	1,459.90	Thomas Reagan	656.63	Frances Christie	240.50
Nadine Boudreault	4,460.00	Brenda Di Somma	1,292.50	Krissa Hensley	597.00	Jerry Hartnett	235.50
Robyn Ferraro	3,478.75	Darrell Dorey	1,279.50	Stephen Matous	580.50	Pater Nielsen	212.50
Malka Arony	2,940.75	Larry Lozano	1,182.50	Vivian Dwyer	537.81	Casandra Williams	205.50
Brett Hulme	2,672.00	George Farenthold	1,176.93	Lou Nell Busby	511.50		
Kenneth Altizer	2,407.00	Laurie Gruber	1,024.00	Rona Pileggi Spano	460.09		
Mark Gagliardi	2,106.25	Sue Akers	823.50	Richard Case	372.50		
J T Tasker	1,985.57	Casandra Robinson	818.75	Alina Latinsky	288.00		
Donald Spohn	1,597.50	Irene Rurycz	709.00	Manon Brulotte	284.90		
Chuck Hill	1,562.50	John Wagner	686.00	Cheryl Cook	275.00		